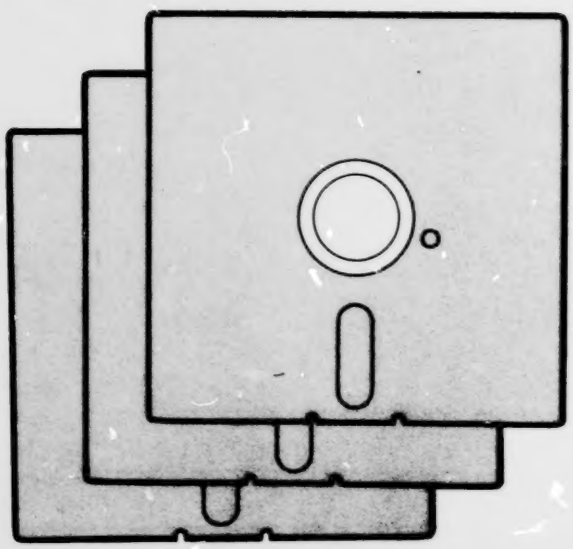
The Ontario Software Industry

Profile and Directory



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MINISTRY OF INDUSTRY,
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Province of Ontario
Queen's Park
Toronto, Canada
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Monte Kwinter
Minister

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THE ONTARIO SOFTWARE INDUSTRY

Profile and Directory

Prepared by:

Technology Policy Branch
Ministry of Industry,
Trade and Technology

June 1988

Ontario

Office of the
Minister
Bureau
du ministre

Ministry of
Industry, Trade
and Technology

Ministère de
l'Industrie, du Commerce
et de la Technologie

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Software represents a major economic opportunity for Ontario. Yet relatively little is known about this strategic industry.

To foster the continuing growth of Ontario's dynamic software industry, the Technology Policy Branch of the Ministry of Industry, Trade and Technology developed a comprehensive software industry database and a profile of the industry.

This information will be enhanced and expanded in future editions, and will be made available to all interested parties.

There is great potential for the Ontario software industry in the future. We hope this service will contribute to this potential.

June, 1988

Monte Kwinter
Minister of Industry,
Trade and Technology

A GUIDE TO

THE ONTARIO SOFTWARE INDUSTRY

This industry profile and directory were prepared by the Technology Policy Branch of the Ministry of Industry, Trade and Technology. The information contained in the directory and profile is based on information supplied by the industry as well as published information on the software industry.

The purpose of the profile is to provide answers to questions about this industry that previously had been unavailable. The appendices contain useful information on industry associations and government programs. The directory lists over 1,000 Ontario companies in the software industry alphabetically, cross-referenced by reported line of business. For a nominal charge, the directory is available on diskettes. Please call (416) 965-7972.

If you were inadvertently missed, and you would like to appear in the next edition, please let us know. Corrections and/or updates can be directed to the Company Information Centre at 900 Bay Street, Toronto, Ontario, M7A 2E1, or (416) 965-7972.

Additional copies are available from the Ontario Government Bookstore at 880 Bay Street in Toronto. To order by phone, in Toronto call 965-6015; from other communities call 1-800-268-7540; and in area code 807, ask operator for Zenith 67200.

June 1988

THE ONTARIO SOFTWARE INDUSTRY

Profile

THE ONTARIO SOFTWARE INDUSTRY

EXECUTIVE SUMMARY

A profile of the Ontario software industry was developed from an analysis of responses to a detailed questionnaire completed by members of this industry. This is the most comprehensive and up-to-date information available on this important industry, providing answers to previously unanswered questions.

Ontario is the leading province in Canada for software research, development and marketing. There is considerable potential for this industry to become even more important in the future.

Highlights and major findings of the survey:

Ontario industry

- over 1,000 Ontario companies in the industry identified
- industry generates $1.3 billion in revenues
- most companies are small and privately-owned
- average age of company is 7.6 years
- most companies are self-financed; little funding from venture capital and/or the public market
- companies belong to many industry associations and user groups - no one group predominates

Software products

- estimated 5,000 custom and packaged products developed and marketed by Ontario companies in the last several years
- data management applications are most prevalent, followed by utilities and office automation

Customers

- most sell directly to the end user, followed by consultants and distributors
- 40% of respondents have sold software to the Ontario Government

Export activity

- half of firms export, mostly to the U.S. Other important markets are the U.K. and Europe
- companies with software development as major line of business export more than average
- significant and positive relationship between companies that export and those performing R&D, and with those selling directly to the end user

Research and Development

- $250 million spent on software R&D (average 20% of sales) according to respondents
- two-thirds of companies perform software R&D
- 4,800 people in software R&D

Small revenue firms

- defined as firms with revenues under $200,000
- 40% of firms are in this group
- generates $50 million (4% of industry sales)
- average age of company is 4.9 years
- more research-intensive than average

Medium revenue firms

- defined as firms with revenues between $200,000 and $2,000,000
- 36% of firms are in this group
- generates $325 million (25% of industry sales)
- average age of company is 7.4 years
- more marketing-oriented than small firms

Large revenue firms

- defined as firms with revenues over $2 million
- 24% of firms are in this group
- generates $925 million (71% of industry sales)
- average age of company is 10 years
- responsible for over half of R&D spending

Conclusions

- unique and timely insights into industry provided
- industry develops and sells to world markets
- industry is R&D-intensive to stay technologically competitive
- problems and issues identified:
  - industry tends to focus on custom applications rather than on potentially more lucrative and growing mass-marketed software packages
  - industry tends to be low keyed in its marketing and p.r. efforts
  - distribution channels and export markets are not fully exploited
  - industry and markets are dynamic, diverse in nature and difficult to identify

THE ONTARIO SOFTWARE INDUSTRY

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I INTRODUCTION

Software embodies the intelligence that drives the information economy. It may be the single most important commodity in ensuring future economic success for our economy.

CONTENTS:

This report is designed to be a resource to the Ontario software industry. Customers and others wishing to identify Ontario software companies will also benefit from this information.

The report is presented in four parts:

1. A profile of the industry
2. A list of industry associations
3. A description of Ontario government programs designed to assist the industry
4. A directory of over 1,000 Ontario companies in the software industry.

This is the most comprehensive and up-to-date Ontario software industry profile and directory of its kind. We believe it to be the first time this information has been assembled in one place.

PURPOSE:

In recognition of the major economic opportunity that software development represents for the province of Ontario, the Technology Policy Branch of the Ministry of Industry, Trade and Technology conducted a comprehensive survey to determine the components of the software industry in Ontario. The information was verified and assembled into a database. This information will assist the Ontario software industry to identify itself and its constituent parts, as well as assist the Province in policy development pertaining to this strategic industry. The directory, with over one thousand companies listed, will provide a continuously updated reference for the industry.

The directory will be updated and enhanced with more detailed product information later this year. This information will be made available in written form and on computer diskettes in ASCII format.

HOW THE PROFILE WAS DEVELOPED:

Over a thousand companies in the computer software industry provided information about their businesses. Over 200 of these completed a detailed questionnaire, providing confidential information on their revenues, markets, research and development and financing activities, and product information on applications, hardware environments and programming languages. This information was combined with information from other available sources to develop this profile of the industry in Ontario.

II BACKGROUND

INDUSTRY TRENDS:

Data processing has evolved dramatically. The large-scale centralized mainframe computer environment has been supplemented by the small-scale distributed micro and mini computer environment. More and more people are exposed to and becoming familiar with computers - in the office, the factory, the school and the home. Growing computer literacy, and increasing use and affordability of personal computers, is fueling the demand for more and better software to perform a wide variety of functions. Popular products include word processing, spreadsheet, data base and network applications, as well as graphics, and computer-assisted education and training.

The software industry may well be one of the fastest growing service industries. Like most service industries, it is labour-intensive rather than capital-intensive. The product is information-based rather than materials-based.

Software is the set of instructions that directs the operation of a computer, and provides its tremendous flexibility. At this time the software industry in North America is booming. This is a natural extension to the explosion in personal computer use during the eighties.

The development of computer hardware, which makes seemingly unlimited computing power available in a reasonably small size at an affordable cost, has also contributed to the boom in the software industry. For example, there are now microprocessors with more power than a room full of 10 to 15 year-old mainframe computers. These allow for a memory that is equivalent to 6,000 old-style personal computers, and they are only one inch long. Software developers are in a better position than ever before to meet the growing demand for more intelligent, user-friendly software to make these spectacular advances in hardware accessible to the majority of people. Programming for user friendly software is very expensive and time-consuming.

The trend for systems and applications software development is toward software "packages", moving from custom to mass-market products. As a result costs are reduced and accessibility is increased. Canadian firms tend to occupy strong positions in the more mature data-processing and custom software markets. However they are relatively weak in the packaged software market.

CANADIAN INDUSTRY IN PERSPECTIVE:

The estimated worldwide software market in 1985 was over $65 billion; this is expected to reach $120 billion by 1990.

International scene

Canada is a very small player in the international software market, accounting for only a marginal share of worldwide software revenues. Revenues from sales of packaged software and software services in Canada are expected to exceed $2.5 billion by 1990, up from $1.6 billion in 1985. Most of this activity is in Ontario. Almost half of Canadian software companies are believed to be in Ontario, followed by Quebec, Alberta and British Columbia.

The United States is by far the world leader, with over half of the world market. Japan, France and the United Kingdom represent about one-quarter. Canada accounts for only one per cent of the world market.

More than half of the United States' worldwide software revenues are from packaged software, while most of the other major foreign suppliers derived the bulk of their revenues from custom software. I.B.M. dominates the global industry. Other major players include Unisys, Computer Sciences, Digital Equipment, Control Data, Scicon, Cap Gemini Sogeti, NCR, Honeywell.

As the industry matures, independent software houses are expected to account for an increasing share of the world packaged software market. Whereas the computer hardware industry is dominated by very large international companies, only a small number of independent software companies have topped the $100 million mark in sales.

Canadian scene

Canada possesses a number of competitive advantages for developing a world-calibre software industry. Canada is a highly literate and educated country, with a large and sophisticated user base and a highly skilled pool of computer professionals. As well, there are a number of companies involved in software in Ontario, who although still relatively small, are recognized internationally for their expertise in software engineering, educational software, videotext software, and other areas. There is a particularly strong impetus for Ontario to be the centre of this development as Canada's computer and business community is concentrated in Ontario.

Proposed changes in the law could further enhance this potential. The new Copyright Law (Bill C-60), which is now before the Senate, would greatly enhance the protection against software piracy. It would provide for comprehensive copyright protection, backed by credible penalties.

More marketing focus needed

Many industry observers feel that if Canadian software companies are to realize their full potential, they must move aggressively into the packaged software sector as well as the traditional custom software sector. There is a real need for market research to enable Canadian software companies to find and carve their niche in this dynamic market. It is important to find the needs of the market and then to develop and sell solutions to these needs.

Most small and medium sized Canadian software companies are poorly positioned to compete in the mass-marketed software market. Their size and dearth of marketing and management expertise makes it particularly difficult and challenging to go up against international competitors, who tend to be large and well-capitalized, and have honed their marketing and management skills in the computer hardware sector.

It is often said that Canadian software companies do a poor job of promoting themselves and marketing their products, especially outside the domestic arena. Marketing weakness is a significant reason why 80 per cent of the mass-marketed packaged software in use in Canada today comes from the United States. The lack of marketing ability and focus is evidenced by poorly developed channels for software distribution. Thus, it is recognized that access to retail distribution channels is a critical success factor.

It is imperative that Canadian software companies improve their marketing capabilities, because without successful penetration of international markets, the Canadian software industry will not develop to its full potential.

III ONTARIO SOFTWARE INDUSTRY PROFILE

This section presents the findings of the survey of industry participants. Information presented is based on answers supplied to a detailed questionnaire.

Revenues from sales of software by Ontario companies were estimated at $1.3 billion. The Ministry has identified over 1,000 companies in Ontario involved in the computer software industry: there are no doubt a couple hundred more. In 1987 these companies employed 66,000 people full time and another 5,000 part-time and/or on contract. We were unable to determine the number of people employed solely in software activities.

There are a number of industry associations and organizations, as well as user groups, cited by respondents. Of the many groups cited, a number of which are U.S.-based, the most popular had only 6 - 7 per cent of the companies as members. Almost half of the companies indicated no affiliation with an industry association or a user group whatsoever. Ten per cent indicated membership in four or more groups. The industry associations, and their telephone numbers, are listed in Appendix 1.

No typical software company

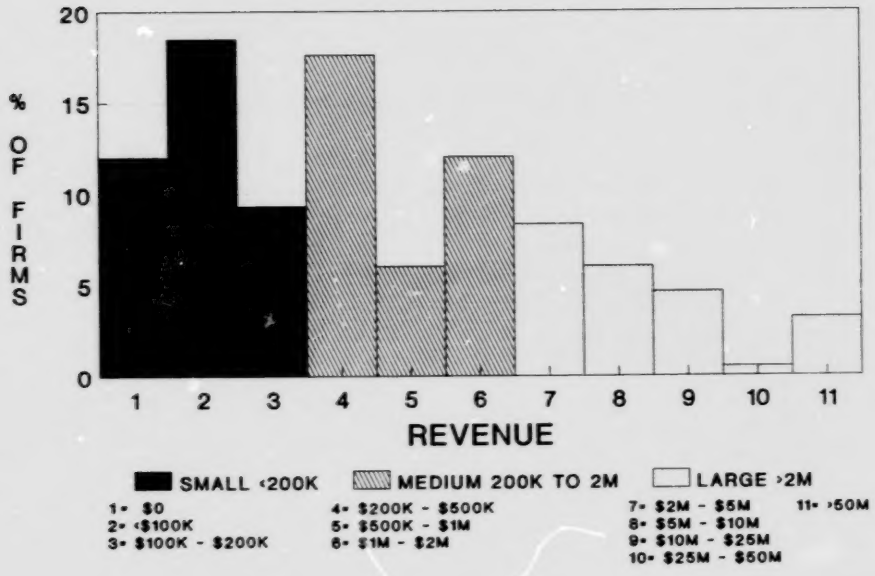
The companies range in revenue size from zero to almost $200 million, and employ anywhere from 1 to over 1,000 people. There are many small and medium sized companies and a few large companies. The average age of these companies is 7.6 years. Eight per cent are less than one year old, and four per cent are over 20 years old. Most are 100% Canadian-owned, and approximately half of them export to some degree. Not surprisingly, the majority are located in the Ottawa and Toronto areas; 75% are in the Golden Horseshoe area alone.

Most companies are organized as a corporation (80%). Partnerships and sole proprietors account for 15%, with the rest being divisions or subsidiaries.

There is no typical software company in Ontario. For analytical purposes, this profile divides companies into small, medium and large, based on level of sales revenue. Figure 1 illustrates the distribution of companies by revenue size.

Figure 1

Distribution of Companies by Revenue Size



Small companies predominate

Small companies are defined as those with revenues less than $200,000. This group includes the one-person operations as well as struggling start-up companies. Forty per cent of the companies are in this group. The average age of these companies is 4.9 years. This group generates an estimated $50 million in sales revenue, a 4% share of industry revenues.

Many companies are mid-size

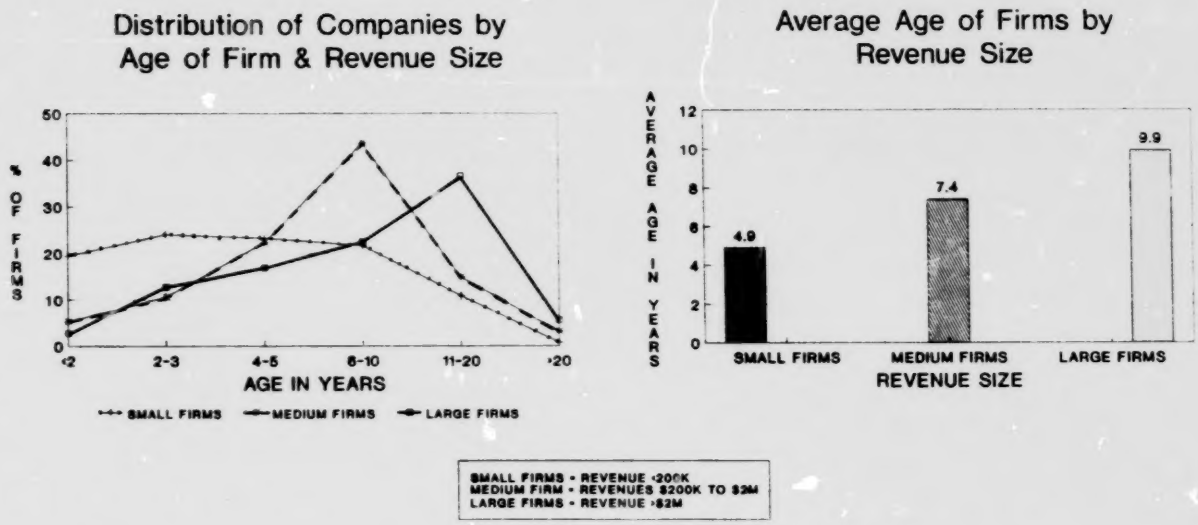
Medium-size companies are those with revenues between $200,000 and $2 million. Approximately 36 per cent of the companies are in this group. For the most part, these are companies that have managed to establish themselves and survive initial start-up hurdles. They have been able to complement their technical capabilities with financial and marketing skills. It is estimated that one-quarter of industry revenues, or $25 million, are generated by these companies. The average age of these companies is 7.4 years.

Large companies are significant

Large companies are those with revenues over $2 million. While only 24 per cent of the companies are in this group, they generate an estimated $925 million in sales revenue, 71 per cent of software revenues in the province. Large companies make over half of the R&D expenditures in this industry. Large companies tend to have a higher degree of foreign ownership than small and medium-sized firms.

Figure 2 shows the relationship between age of firm and level of sales revenue.

Figure 2



MAJOR LINES OF BUSINESS:

The software industry can be defined in a number of ways. Rather than imposing a definition onto the industry, our survey allowed the industry to define itself. There are companies whose major line of business was non-computer related, but who consider themselves part of the software industry. Companies were asked to indicate their major line of business. The answers are detailed in Table 1. The majority of respondents defined themselves as either software developers, consultants or value added resellers.

Table 1

Major Lines of Business by Revenue Size

Lines of Business	Small co.	Medium co.	Large co.
	(Percentage Distribution)		
Software Development	47	44	17
Consulting	17	12	15
Value Added Resellers	10	15	17
Software Publishers	5	3	6
Education & Training	2	1	3
Distributors	7	3	9
Hardware Manufacturers	3	1	11
Computer Services	2	3	5
Retailers	3	3	0
Research & Development	2	6	1
Other Computer related	2	6	4
Other Non-computer rel.	0	3	11
Total*	100%	100%	100%

* Totals may not add to 100 due to rounding.

PRODUCTS:

Companies were asked to indicate the number of software products they had developed in-house, and the number of products they marketed that were developed by a third party. Companies were also asked to indicate the number of software products they had both developed and marketed themselves.

Based on these results, it is estimated that there are about 5,000 packages and applications that have been developed and marketed by software companies in Ontario to date. There are another 2,000 that have been developed, and either marketed by another company or not marketed yet. These include packaged software as well as custom applications. Companies also market the products of others. Respondents indicated that, on average, they have developed 1.4 applications, and developed and marketed 3.6. Companies sold an average of 3.5 packages that had been developed by others.

Not surprisingly, it was found that as the number of products developed and marketed increased, the level of sales revenue also increased. Small companies have developed an average of 0.1 applications, and have developed and marketed 2.3. They sell on average 1.5 products of others. Medium-sized companies average 2.1 applications developed, and 3.3 developed and marketed. They sell on average 2.1 products of others. Large companies developed very few products that were not marketed. They developed and marketed 5.8 products on average, and marketed on average 4.1 products of others.

Applications are many and varied

Data management systems are the most prevalent type of application, followed by utilities and office automation. There is very little difference as regards generic applications among companies of different size, except that small and large companies tend to produce more products for education and training than do medium companies. This is detailed in Table 2 below. Other applications include packages for accounting, engineering, finance, insurance, health services, mortgages, retailing, library, and communications and security, as well as custom applications.

Table 2

Applications

Application	Small co.	Medium co.	Large co.
	(percentage distribution)		
Data management	22	20	24
Utilities/Systems	14	15	16
Office Automation	13	13	10
Education & Training	15	9	14
Text Processing & Formatting	8	13	10
Graphics	8	10	10
Process Automation	4	5	2
Other	15	15	14
Total*	100%	100%	100%

* Totals may not add to 100 due to rounding.

Most applications are written for the microcomputer environment. Smaller companies tend to focus more on the micro than the mini or mainframe. Table 3 details the hardware environments of the various applications.

Table 3

Hardware Environment

Environment	Small co.	Medium co.	Large co.
	(percentage distribution)		
Microcomputer	65	50	23
Minicomputer	24	35	45
Mainframe	11	15	32
Total*	100%	100%	100%

* Totals may not add to 100 due to rounding.

MARKETS:

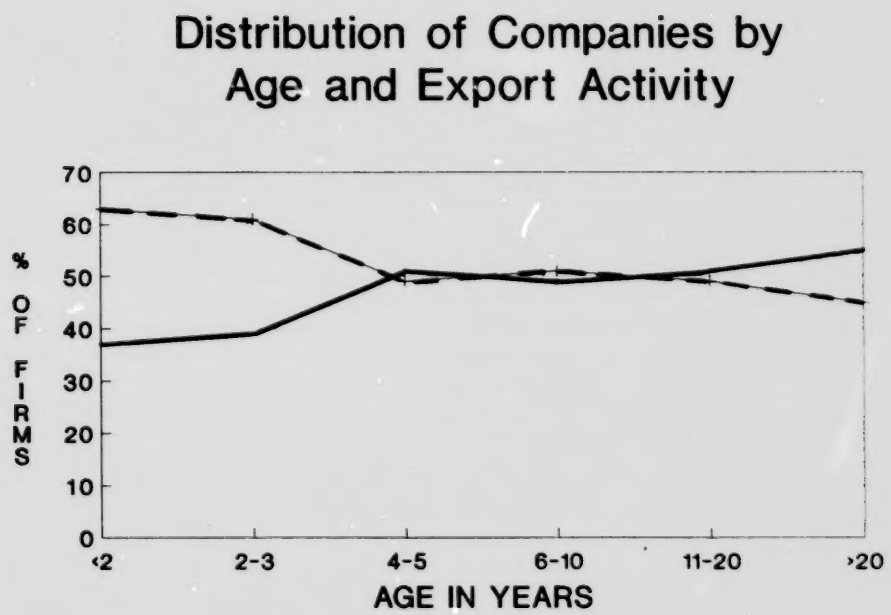
Export Activity

Many companies have recognized the importance of exporting. Almost half of the companies export to some degree. Younger companies export somewhat less than companies that are at least 4-5 years old. Medium sized companies tend to export somewhat more than do either small or large companies. Foreign ownership did not appear to be a significant factor in exporting. Figure 3 shows how export activity varies with age of firm.

Software development companies indicated an above average degree of export business (60%). The United States was the dominant market cited, followed by the United Kingdom. Respondent companies sold to a number of other countries as well.

Export assistance is available to the industry in Ontario. Appendix 2 provides information on assistance programs and contacts.

Figure 3



Customers

The software industry sells to various types of business or client organizations through a variety of distribution channels. The dominant customer for the software industry is the end user. Other important customers are intermediaries, such as consultants, distributors/wholesalers, and educators and trainers. Smaller companies sell relatively more to educators and trainers, software publishers and hardware manufacturers. The importance of value added resellers increases significantly as size of firm increases, ranking second for large companies, and only ninth for small companies.

Companies selling directly to the end user export significantly more than average. Sixty per cent of companies with end users as customers export versus 50% for all companies.

Table 4 ranks the many customers of the industry in order of importance as indicated by respondents.

Table 4

Customers

Customer	Small cos.	Medium cos.	Large cos.
	(by rank of importance)		
End User	1	1	1
Consultants	2	2	3
Dist./Wholesalers	4	3	4
Educators & Trainers	3	4	6
Value Added Resellers	9	5	2
Retailers	5	6	7
Original Equipment Manufacturers (OEM)	8	7	5
Software Publishers	6	8	9
Hardware Manufacturers	7	9	8
Other	10	10	10
Manufacturers' Reps	11	11	11

Selling to the Ontario Government

Government procurement policy can be used as an effective instrument to foster industry growth. Forty per cent of respondents have earned at least some of their revenues from selling to the Ontario Government. The industry has been fairly successful at selling to the Ontario Government; two-thirds of those who have tried to sell to the Province indicated that they were successful. While most felt they had products or services to sell to the Government, over one-third indicated that they had not made any attempt to sell to this market.

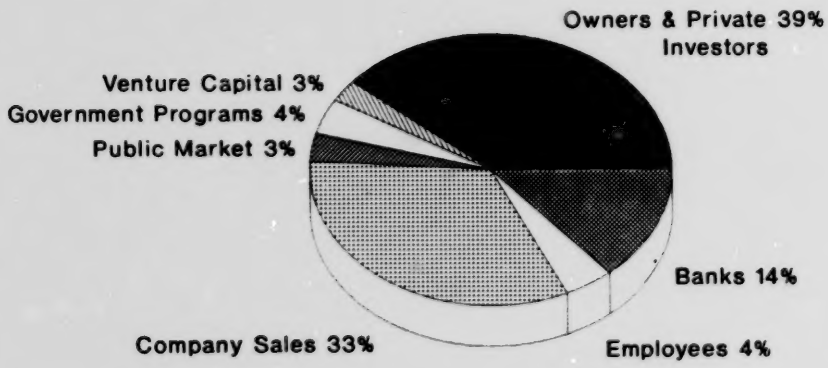
Appendix 2 provides information intended to assist software companies in their marketing efforts towards the Ontario Government.

FUNDING:

Funding for responding companies comes from a variety of sources. Much of the industry is self-financed, with government, venture capital and the public market providing relatively little financing. This is due to the high risk, low capital asset nature of the industry. Figure 4 shows the relative frequency of funding sources as indicated by respondents.

Figure 4

Distribution of Companies by Relative Importance of Funding Source



Small and medium-sized companies differ little in their funding sources. They tend to rely more heavily on company sales than average. Private investors and owners also contribute a greater share, with very little funding coming from venture capital or the public market. Large companies make more use of banks, the public market and venture capital, and less of private investors.

Regardless of the age of the company, funding from sales, employees, venture capital, and government remain fairly constant. Banks and trust companies provide relatively little financing for very young companies; but from year two on, there is no difference. Private investors fund relatively more for younger companies. The public market enters only after the company is at least six years old.

RESEARCH AND DEVELOPMENT:

Based on respondents' information, approximately $250 million is spent on research and experimental development by the software industry in Ontario. It is likely that development and maintenance expenditures are included in this figure. About two-thirds of the companies perform software research and development, employing 4,800 people in R&D activities. Spending on R&D averages 20% of sales for all companies in the industry. Smaller companies tend to be more research-intensive, claiming to spend on average 40% of sales; medium-sized companies claim to spend an average of 25% of sales on R&D. Large companies (revenues over $2 million) perform over half of the R&D.

There is a significant positive relationship between companies that perform R&D and those that export. Exporting companies are about 25% more research-intensive on average than those companies that do not export. This relationship is even more pronounced with smaller exporting companies. These companies are about two-thirds more research-intensive than small companies that do not export. Medium-sized exporting companies are about 50% more research-intensive.

CONCLUSIONS:

The MITT profile of the software industry in Ontario provides unique and timely insights. It brings to light a number of issues key to this industry:

- industry is diverse and difficult to identify:
  - . industry is dynamic with many entrants and others leaving
  - . many companies in the industry
  - . companies sell to many markets
  - . most companies are small in revenues and employment
  - . most companies are privately-owned and many are in other businesses as well as software
  - . many industry associations, with no one group speaking for all the industry
- industry is predominately self-financed, with limited access to traditional sources of finance
- marketing and p.r. efforts of these companies tend to be low-keyed, resulting in difficulties in competing with heavily advertised American products at home and abroad
- a number of these companies have been around for several years but have remained small
- many are entering this industry, but it is not known how many are exiting

The basic conclusion to this analysis is that, while the software industry in Ontario is characteristically high risk with low capital assets, it appears to be healthy. $1.3 billion is generated from the sale of software by 1,000-plus Ontario companies; new companies continue to enter. While most companies are small, there are a number of large companies exporting and performing R&D. The industry has proven itself in the export market, and recognizes the importance of science and technology by its significant R&D activities. The industry has the potential to continue to grow and prosper.

It is important for the industry to increase development and sales for the mass-marketed packaged software audience. Improving marketing research efforts and marketing capabilities is imperative if this industry is find its niche and to develop to its full potential.

APPENDIX 1

Industry Organizations

Association for Computing Machinery
(212) 869-7440

Association of Educational Software Producers (AESOP)
(416) 366-0903

Association of Professional Computer Consultants - Ontario
(416) 483-7999

Association of Competitive Telecommunications Suppliers (ACTS)
(416) 273-4393

Canadian Association for Information Science
(613) 225-3781

Canadian Advanced Technology Association (CATA)
(613) 236-6550

Canadian Association of Data and Professional Service Organizations (CADAPSO)
(613) 230-3524

Canadian Business Telecommunications Alliance (CBTA)
(416) 865-9993

Canadian Computer Dealer Association
(416) 229-4206

Canadian Information Processing Society (CIPS)
(416) 593-4040

Canadian Organization for Advancement of Computers in Health (COACH)
(403) 489-4553

Data Base Association (Ontario) (DBAO)*

Data Processing Management Association of Canada Inc. (DPMA)
(416) 492-5660 (Toronto Chapter)

Educational Computing Organization of Ontario (ECOO)
(519) 658-5300

Electronic Desktop Publishing Association (EDPA)
(416) 366-6761

Information Technology Association of Canada (ITAC)
(416) 493-8710

Information Industry Association (IIA)
(202) 639-8262

Institute of Computer Research - Univ. of Waterloo
(519) 885-1211 ext. 2042

International Association for Computing in Education
(formerly Association for Educational Data Systems)
(202) 223-0709

International Interactive Communication Society (IICS)
(415) 922-0214

Kingston Software Developers Associaton*

Office Information Systems Association of Canada*

Ontario Software Development Association (OSDA)
(416) 368-5799

Society for Applied Learning Technology (SALT)
(703) 347-0055

Software Publishers Association (SPA)
(202) 452-1600

VAR Association of Canada
(416) 675-6568

Waterloo Technology Network*

York Technology Association (YTA)
(416) 886-1987

* telephone number not available

APPENDIX 2

Ontario Government Information

Listed here are contacts and phone numbers where members of the software industry may obtain more information about Ontario Government programs and services.

MITT REGIONAL OFFICES:

One of the 18 regional offices in Ontario should be the first point of contact for business people seeking information on the Ministry's available programs and services.

CENTRAL WEST

HAMILTON
119 King Street West
P. O. Box 2112
Hamilton, Ontario
L8N 3Z9
(416)521-7783
FAX: (416)521-0066

PEEL
4 Robert Speck Parkway
Suite 1140
Mississauga, Ontario
L4Z 1S1
(416)279-6515
FAX: (416)279-9160

ST. CATHARINES
80 King Street
Suite 801
St. Catharines, Ontario
L2R 7G1
(416)688-1454
FAX: (416)688-4872

EASTERN ONTARIO

OTTAWA
56 Sparks Street
Suite 404
Ottawa, Ontario
K1P 5A9
(613)566-3703
FAX: (613)563-2859

BROCKVILLE
2211 Parkedale Avenue
Brockville, Ontario
K6V 6B2
(613)342-5522
FAX: (613)342-3436

KINGSTON
1055 Princess Street
Suite 308
Kingston, Ontario
K7L 5T3
(613)545-4444
FAX: (613)545-4439

PETERBOROUGH
139 George Street North
Peterborough, Ontario
K9J 3G6
(705)742-3459
FAX; (705)742-3272

CENTRAL EAST

METRO TORONTO
5 Fairview Mall Drive
Suite 480
Willowdale, Ontario
M2J 2Z1
(416)491-7680
FAX: (416)491-3650

ORILLIA
2nd Floor
Sterling Trust Building
Box 488
73 Mississauga Street East
Orillia, Ontario
L3V 6K2
(705)325-1363
FAX: (705)325-4484

SOUTHWEST

LONDON
195 Dufferin Avenue
Suite 607
London, Ontario
N6A 1K7
(519)433-8105
FAX: (519)433-6765

WINDSOR
Ontario Government Building
250 Windsor Avenue
Room 227
Windsor, Ontario
N9A 6V9
(519)252-3475
FAX: (519)252-9677

KITCHENER
305 King Street West
Suite 507
Kitchener, Ontario
N2G 1B9
(519)744-6391
FAX: (519)744-6204

OWEN SOUND
Nor-Towne Plaza
1131 Second Avenue East
Suite 107
Owen Sound, Ontario
N4K 2J1
(519)376-3875
FAX: (519)376-8000

SARNIA
Polysar Building
201 Front Street North
Suite 801
Sarnia, Ontario
N7T 7V1
(519)332-5030
FAX: (519)332-2836

NORTH

SUDBURY
Ontario Government Building
199 Larch Street
4th Floor
Sudbury, Ontario
P3E 5P9
(705)675-4330
FAX: (705)674-5179

SAULT STE. MARIE
500 Bay Street
2nd Floor
Sault Ste. Marie, Ontario
P6A 1X4
(705)945-8300
FAX: (705)942-2823

NORTH BAY
147 McIntyre Street
North Bay, Ontario
P1B 2Y5
(705)472-9660
FAX: (705)474-4946

THUNDER BAY
Ontario Government Building
P. O. Box 5000
435 James Street South
3rd Floor
Thunder Bay, Ontario
P7C 5G6
(807)475-4088
FAX: (807)475-1388

TIMMINS
273 Third Avenue
Suite 200
Timmins, Ontario
P4N 1E2
(705)264-5393
FAX: (705)264-5927

EXPORT PROGRAMS AND SERVICES:

Questions about export market development can be channelled to the right source by calling one of the regional offices listed above. Information is available on programs addressing the following: market planning; trade missions and international trade fairs; export staff; financing; and trade advocacy.

The Telecommunications Industry Development Office (TIDO) of the Ontario Ministry of Culture and Communications is comprised of business, economic and engineering professionals with experience in the communications regulatory environment and in telecommunications R&D, marketing and operations assistance programs. TIDO can provide information on government support programs, advise on programs that specifically benefit the firm, assist in the preparation of applications, and give assistance in business plan preparation. For more information on TIDO call (416) 235-4671.

SELLING TO THE ONTARIO GOVERNMENT

The Ministry of Goverment Services is presently centralising supplier lists. The intent is that anyone who has products or services to sell to the Ontario Government will have one contact within the Government. To request a form so that your company can be listed in this centralised system, please call Brendan Power, Manager, Supplier Information Service, at (416) 965-6937.

This system is being implemented over the next two years on a ministry by ministry basis. Prior to this, it is still necessary to contact each ministry. Please refer to the Government of Ontario phone directory to locate the Director or Manager of the systems department for the relevant ministries.

Educational Software:

For further information on educational software development and procurement, please contact the Director, Computers in Education Centre, Ministry of Education, (416) 965-0692.

For further information:

For information on policies and issues relating to Ontario Government procurement, please contact Jim Wickens, Coordinator, Procurement Policy, Business Development Branch, Ministry of Industry, Trade and Technology at (416) 965-1809.

MITT FUNDING SOURCES:

Innovation Ontario Corporation:

Innovation Ontario is an equity investor to a maximum of $250,000. A business plan is required to initiate the application process. Please contact Brian Parrott, Manager, Innovation Ontario at (416) 963-5717.

Ontario Development Corporation (ODC):

Term loans: provided by ODC on a selective basis, usually as part of a total financial package, when traditional funding under normal terms and conditions is not sufficient.

Loan Guarantees: the Corporation may provide a total or partial guarantee of a loan from a conventional source in cases where adequate finding would otherwise be unavailable.

Please contact Rick Ingleson, Assistant Information Officer, Information Services, The Development Corporations, at (416) 965-4622 for general information on ODC loans and direction to an appropriate source.

New Ventures Program: This program provides guaranteed loans up to $15,000 to new business startups or those registered or incorporated less than 3 months prior to application. For more information, please call toll free 1-800-387-0070 or contact a consultant for the program at (416) 965-1579.

OTHER MITT SERVICES:

Small Business Branch, Advice and Counsel Section offers services and self-help materials to enhance the management skills and planning capabilities of any Ontario company with annual sales of less than $2,000,000. Please contact (416) 965-5494 or 965-0410 for more information.

Business Development Branch, Market Development Section helps Ontario companies identify market opportunities related to emerging technologies, changing customer requirements, government procurement and global product mandating. The contact here is (416) 965-3560.

Small Business Hotline: For startup companies seeking advice, please call 1-800-387-6142.

THE ONTARIO SOFTWARE INDUSTRY

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ACADEMIC INSTITUTION

Corporate Micro Business Systems

COMPUTER SERVICES

Aaski Management Inc.
Automation Centre of Ottawa Ltd.
Bank of Nova Scotia
  Office Automation Support
Bryker Data Systems Ltd.
Butler Computer Maintenance Ltd.
Cadar Corp.
Co-operators Data Services Ltd.
Codabase Services Inc.
Compuflow
Compusearch Market & Social Research Ltd
Computer Auditor
Computer Infonet Services Inc.
Computer Sciences Canada Ltd.
Computer Shack Inc.
Comtech Group International Ltd.
Cover-All Computer Services Ltd.
Cudata Division
Dataline Inc.
Dataplotting Services Inc.
Dialectic Computer Services
E.D.S. of Canada Ltd.
Find Ltd.
IST Computer Services Company
Info Globe
Infomart
Letraset Canada
James Lorimer & Co. Ltd.
Megatronix Corp.
Mini-Com Service Specialists
Mitel Corp.
National Data Corporation of Canada Ltd.
Niva Inc.
Northern Micro Publishing
PLM Word Processing Services Ltd.
Pacemaker Services Ltd.
Polycom Systems Ltd.
Print Copy & Printing Ltd.
QL Systems Ltd.
RBW Graphics
Reprosoft
I.P. Sharp Associates Ltd.
Symbatech Systems Inc.
TSC Computer Ltd.
Tedac Computer Services Inc.
Testpoint Technical Services Inc.
Utlas International Ltd.
WP Conversions Inc.

CONSULTING

ACO Group Enterprises
ACS Associates Consulting Services Ltd.
Abelian Group 1 Inc.
Acres International Ltd.
Adga Group
Aerodevco Consultants Ltd.
Afresh Approach Consulting Inc.
Paul Ahrens & Associates Ltd.
Louis Albert Associates Inc.
Albian Computer Systems Ltd.
The Alexander Consulting Group Ltd.
Amtek Management Inc.
Ansco Systems Consultants Inc.
Arthur Anderson & Co.
Ascot Systems Consultancy
Askey Systems Group Inc.
Atkinson, Tremblay & Associates
Audlen Projects Ltd.
Autotech Controls Ltd.
BMB Compuscience Canada Ltd.
William F. Badke & Associates Inc.
Bellingham Computer Mgt. Corp.
Birchwind Infosystems Ltd.
Bri-Dun Consultants Inc.
Brook, Baker & Associates
Buckley Fraser Williams Inc.
Bulloch Systems
Burley Associates Ltd.
Byte Craft Ltd.
CAIP Corporation
CGI Information Systems & Mgmt. Consul.
CRC The CAD Resource Centre
CSP by Ken Harvey Inc.
Cadham Hayes
Calian Technology Ltd.
W.R. Campbell Partners Inc.
Canada Star Consulting
Canada Systems Group Ltd.
Canadian Technology Marketing Group Ltd

CONSULTING

Capital House Ltd.
Capp Consultants Inc.
Cenmar Enterprises Inc.
Compuaids
Computer Action Inc.
Computer Application Techniques Ltd.
Computer-Based Learning Proj Task Force
Computer Coordinators Inc.
Computerized Total Management Ltd.
Coopers & Lybrand Consulting Group
Curvet Information Systems
Cybit Corporation
D & N Associates
DBM Manufacturing Systems Inc.
DGS Group
Systems Service Division
DI Associates Inc.
DLSF Systems Inc.
Dart C P Services Limited
Data Methods Inc.
Datacap Ltd.
Datamorphics Ltd.
Dataquest Corp.
Datatronic Systems
Dav Gro Corp.
Dilog Computer Products Canada
Dinet Consulting Inc.
Doane Raymond
Domus Software Ltd.
ESRI Canada Ltd.
Elipse Ltd.
Engineering Interface Ltd.
Espial Productions Ltd.
Executive Financial Planners
Eyretechnics Ltd.
Mervin G. Faulkner Associates Ltd.
Firmware Inc.
Gamet Consultants Inc.
Gellman Hayward & Partners Ltd.
Goss, Gilroy & Associates Ltd.
Greenfield's Computer Services
Group Delta International
H G Engineering Ltd.
HST Information Systems Ltd.
Grant Hallman Associates Ltd.
Hartt & Page Ltd.
James F. Hickling Management Consultants
Howard Honickman and Associates Ltd.
Kerry T. Howe Ltd.
Hutchinson Smiley Ltd.
William G. Hutchison & Company Ltd.
I B I Group
IDL Integrated Data Ltd.
Impacts Management Inc.
Infodyne Corp.
Informetrica Ltd.
Innis Technology Inc.
Iota Consulting Ltd.
J C Systems Consulting
J.D. Consulting Ltd.
The Jamieson/Williams Group Inc.
KAM Computer Applications Inc.
KJ Engineering Services
Kalon & Co. Ltd.
Kingston Goulbourn & Associates Ltd.
Kitchen, McCallum, & Porter Mgmt. Consu
Knowledge Management Systems Inc.
Kubas Consultants
LGS Data Processing Consultants Inc.
LGS Data Processing Consulting Inc.
Latham-Schell & Associates
Laventhol & Horwath
Lederman & Associates Ltd.
Leman Group Inc.
Lemmex & Associates Ltd.
Limicon Inc.
Linnell & Associates Ltd.
The Lisma Computer Corp.
Loecus Informatics Inc.
Logiko Inc.
M-Four Computer Systems
MSH & Associates
Maclaren Plansearch Inc.
Manta Computer Technologies Inc.
Mantle Associates Ltd.
Marshall Macklin Monaghan Ltd.
MMM Consulting
Matrix Consulting Ltd.
Maxima Computer Task Group
Medgate Inc.
Medicus Canada Inc.
Medirex Systems Ltd.
Micro Prism
Microstar Software Ltd.
Monenco Information Systems
Nash Information Services Inc.
Neotech Software Ltd.
Neucom Computer Systems Inc.

CONSULTING

Newven Consulting Group Inc.
Nexgen
Norpark Computer Design Inc.
Nortak Software Ltd.
PBS Software Services Ltd.
Penik Management Ltd.
Personal Micro Systems
Perspective Computer Systems Inc.
Peter Moon & Associate
Petrie Telecommunications Ltd.
Polaris Computer Systems Ltd.
Price Waterhouse
  Management Consulting Services
Prism Data Services Ltd.
The Professional Computer Group Inc.
Protocoles Standards & Communication Inc
Quantum Information Resources Ltd.
RYO Theatre Services Ltd.
Re-Action Marketing Services Ltd.
Records & Information Mgmt Services Inc.
Robertson Nickerson Ltd.
S & S Software Ltd.
S-16 Bit Consultants Inc.
A T Sanders Associates Inc.
718647 Ontario Inc.
Sharon Professional Services
Shirlas Enterprises Ltd.
Silico Computer Systems Ltd.
Software Brokers Ltd.
Software Matchmakers Inc.
Somapro Ltd.
St. Clair Videotex Design Ltd.
Starsoft Inc.
Stevenson Kellogg Ernst Whinney
Synerlogic Inc.
Systematix Consultants Inc.
Systems Network
TIO Computer Distributing Inc.
T.K.A. Ltd. (Talbot Kelly Associates)
TM Software Associates Inc.
TRS Management Ltd.
Talamark Systems Ltd.
Theos Philos Teknikos Ltd.
Tordata Services Ltd.
Touche Ross & Partners
Tyler R Enterprises Ltd.
P.J. Ward Associates
Weisman Consultants Inc.
Wittenberg Consultants Inc.
Woods Gordon
  Information Technology Group
Woods Gordon
  Marketing and Economics Group
Young & Wiltshire Management Consultants
ZZ International

DISTRIBUTOR

Air-Stat Canada Inc.
Aldershot Alternatives Inc.
Alton Computerware International
Amdahl Canada Ltd.
Antares Electronics Inc.
Applied Data Research Canada Ltd.
Arrow Electronics
Ascot Software Marketing
Autcom Distributing Inc.
Avec Technical Services Inc.
Basonje Systems Inc.
Bayer Business Machines Ltd.
  N.C. Division
Beacon Software Inc.
Beamscope Canada Inc.
Bertex Inc.
Business Care
C B Engineering Eastern Ltd.
CMI
CPT Business Systems of Canada
Cambridge Software Products Inc.
Canadian Computer Wholesale
The Canadian Public Domain Exchange
Canadian Software Distributors
Canon Canada
Caxton Software
Cincom Systems of Canada Ltd.
Closed Loop Sales Inc.
Compusel Computer Sales Inc.
Compuserve
Compute (Bridgend) Ltd.
Computer Associates Canada Ltd.
Computer Genesis
Corporate Computer Systems Inc.
D E Systems Ltd.
DMG Ltd. (Digital Mgmt Group Ltd.)
Data Integrity
Datamex Ltd.

DISTRIBUTOR

Datatek
Digital Media Networks Inc.
Drake Network Systems
EMJ Data Systems Ltd.
Epson Canada Ltd.
Exton Software Inc.
Frantek Software Distribution Inc.
Genamation Inc.
Goal Systems Canada Ltd.
Hamilton Avnet International Canada Ltd.
Harmony Computer Supplies
Holt Software Associates Inc.
Inference Canada Inc.
Ingram Software
Interactive Systems Corporation
J.B. Marketing of Canada
MCW Compatibles
McCormack & Dodge Systems Canada Ltd.
McKenzie Brown Canada Inc.
Merlan Scientific Ltd.
Mohawk Data Sciences (Canada) Ltd.
Multilek Inc.
Nedco
On-Line Software
Oracle Corporation Canada Inc.
Procom
Proterm Data Systems Ltd.
Quiet Touch Computer Products Inc.
SES (Computing) Inc.
Sak Data Products Ltd.
Saraguay Software Distributors
Scantel Systems Ltd.
Sidus Systems Inc.
Software AG of Canada
Software Dimensions Inc.
Software Link Inc.
Software Sales Ltd.
Symbolics Canada Inc.
Tallgrass Technologies Canada
Telecommunications Terminal Systems
Tenet Computer Group Inc.
Tracan Electronics Corp.
Wandel & Goltermann

EDUCATION AND TRAINING

Ascot Systems Centre
Courseware Solutions Inc.
Demtek Training Systems Ltd.
Desktop Publishing Association
Devry Institute of Technology
Encourse Learning Centres
Houghton Mifflin Canada Ltd.
Independent Learning Center
Informatics Education Ltd.
Integrated Computer Systems
LJB Expert Systems
R & L Systems
TGB Product Services
Taysan Systems Inc.
Usable Systems
Xentor Associates Inc.

HARDWARE MANUFACTURER

AES Data Inc.
AT & T Canada Inc.
All Computers Inc.
Altos Computer Systems
Apollo Computer (Canada) Ltd.
Atari (Canada) Corp.
Bell & Howell Ltd.
Calcomp Canada Inc.
Canadian Applied Technology
Canadian Astronautics Ltd.
Canadian Educational Microprocessor Corp
Computer Sign Systems
Computer X Canada Ltd.
Concurrent Computer Corp. (Canada)
Control Data Canada Ltd.
Convergent Technologies (Canada) Inc.
DY 4 Systems Inc.
Data General (Canada) Inc.
Datagram Inc.
Electrohome Electronics
Extel Communications (Canada) Ltd.
Fifth Dimension Cad/Cam Systems Inc.
G-Plus Computer Products Inc.
Grid Systems Canada Inc.
IBM Canada Ltd.
InfoGraphic Systems Inc.
Johnson Controls

HARDWARE MANUFACTURER

Lanpar Technologies Inc.
Leeds & Northrop Canada
  General Signal Division
Leigh Instruments Ltd.
Litton Systems Canada Ltd.
Longiquest Inc.
MDS Qantel Canada Inc.
McDonnell Douglas Info Systems Can. Inc.
Microtel Ltd.
Minicom Data Corp.
NCR Canada Ltd.
Newbridge Networks Corp.
Norpak Corp.
Paradyne Canada Ltd.
Philips Electronics Ltd.
  Electronic Display Division
Remanco Systems Inc.
Ricoh Corporation (Canada) Ltd.
Spectrix Microsystems Inc.
Sun Microsystems of Canada Inc.
T I L Systems Ltd.
Taurus Computer Products Inc.
Unisys Canada Inc.
Versatec
Westinghouse Canada Inc.
  IDT Division
Xerox Canada Inc.

MANUFACTURER'S REPRESENTATIVE

Data Kinetics Ltd.
Harris Systems Ltd.
ICL Computers Canada Ltd.
Intergraph Systems Ltd.
Linotype Canada Ltd.
M A I Canada Ltd.
Management Science America (Canada) Ltd.
Memorex Canada
MicroPro International Corp.
Monroe Systems For Business
Moore Corporation Ltd.
  Moore Response Technologies Division
National Semiconductor Canada Ltd.
Norand Data Systems Ltd.
Ogivar Technologies Inc.
Olivetti Canada Ltd.
Perkin-Elmer Canada Ltd.
Prime Computer of Canada Ltd.
Quantel Canada Inc.
Raxco Inc.
S R P Control Systems Ltd.
Safeguard Business Systems Ltd.
Softsel Computer Products Canada Inc.
TDI Computer Systems Ltd.
Tandem Computers Canada Ltd.
Tektronix Canada Inc.
Texas Instruments
  Data Systems Group
Triad Systems Canada Ltd.
Wang Canada Ltd.

RESEARCH AND EXPERIMENTAL DEVELOPMENT

Canpolar Inc.
DGA Electronics Ltd.
Descartes Research Group
IDON Corp.
National Research Council
  Electrical Engineering Division
Serdula Systems Ltd.
Tayson Information Technology Inc.
Topological Softools Ltd.
Ursel Systems Ltd.

RETAILER

Action Fast Computers
Altair Electronics Enterprises Ltd.
Arkon Electronics Ltd.
Asap Computer Products Ltd.
Ashlin Computer Corp.
Axi Data
Canada Remote Systems
Canadian Used Computers Ltd.
Chatham Computer Sales & Service Ltd.
Computer Book & Supply Centre
Computer Connection Inc.
The Computer Terminal
The Computer and You
Computerhouse
Computrek
Cultural Software Centre Inc.

RETAILER

Data Terminal Mart
EPS Software Consultants Ltd.
Eaton Business Centre
The Elm Street Computer Terminal Inc.
Entre Computer Centre
Futuretron Computers Centre
Guelph Central Computer Service
Hal-Nor Computers
Hamax Data Systems
Heath Company
  Division of Zenith Radio
Hofstetter Business Products Ltd.
Infocentre Ltd.
Interfax Systems Inc.
The Keysoft Network Inc.
LBG Software
Lynx Technical Services Ottawa Ltd.
Maple City Office Equipment
Markham Technologies Inc.
Micro Software Peripherals Inc.
Microsoftware Inc.
N.I.A.L. Systems Ltd.
Northstar Computer Ltd.
Ovex Business Systems Ltd.
Paco Electronics Ltd.
Professional Computer Systems Canada Ltd
Progressive Data Systems Ltd.
Silicon Solutions
Silvan Silicon Valley North Inc.
Software First Computers Ltd.
Sterling Software Int'l (Canada) Inc.
Superior Business Machines Ltd.
System Builders Ltd.
Systerm Inc.
Telecompute Integrated System Inc.
World of Software

SOFTWARE DEVELOPMENT

A & L Computer Software Ltd.
AMS Management Systems Canada Inc.
APL Computers Ltd.
ASW Computer Systems Ltd.
Abas Computing Ltd.
Accugraph Corp.
Accurate and Automatic Scale Company Ltd
Accutech Computer Systems Ltd.
Adnet Information Systems
Advanced Technology Group
Advantage Software
Agpro Software Inc.
Agri-Computers Inc.
Allinson-Ross Corp.
Alpha Bytes Computer Corp.
Alphatext
  Division of Ronalds Printing
Alumni Computer Group
Ambrose Frederic Ltd.
American Business Computer (Canada) Ltd
Anderson Techno Products Inc.
Andsor Research Inc.
Andyne Computing Ltd.
Anthistle Systems and Programming Ltd.
Applied AI Systems
Arachnae Management Ltd.
Aratek International Inc.
Arbor Control Engineering Ltd.
Argus Software
Armada Systems
Armadale Systems
Arrix Logic Systems Inc.
Astec Software
Atlantis Scientific Systems Group Inc.
B & J Learning Systems Inc.
B.A.S.S. Programming
Balcom Custom Computer Services Ltd.
Barros & Associates Ltd.
Bluesky Systems
Brant Computer Services Ltd.
Business Computer Systems Ltd.
Bytes of Learning Inc.
CAIL Systems Ltd.
CDE Computerized Drafting & Engineering
CEO Software Ltd.
CIM-Data Systems Ltd.
CMD Systems
Cableshare Inc.
Calibre Associates
Canadian Educational Computer Systems
Cansys Office Automation
Canveon Systems Inc.
Catalyst International Business Systems
Centre Franco-Ontarien de Ressources
Chang's Engineering Inc.
Chappell & Associates
Classic Software Corp.

SOFTWARE DEVELOPMENT

Cognos Inc.
Columbus Computer Business Systems Inc.
Comintel Corp.
CompEngServ Ltd.
Compris Inc.
Compulog Logic Systems
Computer Applications & Systems Eng
Computer Inspirations
Computer Methods (Canada) Ltd.
Computer Servicenters Canada Ltd.
Computeristics Ltd.
Comshare Ltd.
Conamex International Software Corp.
Continuum Company Ltd.
CourseMaker International Inc.
Creating With Technology
Crown and Flint Software
Crux Solutions Inc.
Custom Logic Inc.
Cybermation Inc.
Cyborg Systems of Canada Inc.
D.A.D.A./Designing for Disabled Adults
DWA Computer Systems Ltd.
Daedalian Systems Group
Databyte Computers Inc.
Daylann Software Inc.
Degama Systems
Dehan EDP Consulting Ltd.
Richard Deighton Associates Ltd.
Demac Software Ltd.
Dennis Plum & Associates
Different Products Ltd.
Disus
  Division of T.S.B.
Domtech Systems Group
Domtrak Systems Ltd.
Dynagen Systems Ltd.
E.A.S.Y.
E.S.P. Educational Software Products Inc
Eastern Data Com Systems Ltd.
Easynet Systems Inc.
Echo Consultants Ltd.
Ecom Enterprises Ltd.
Educational Software Products Inc.
Educational Systems Applications
Eduvision Inc.
Electralogics
Electro Arts Ltd.
Elm Computer Systems Inc.
Elrac Computing Ltd.
Emler Software Services
Empress Software Inc.
Enghouse Systems Ltd.
Essential Processor Instruments Inc.
Evron Computer Systems Corp.
Execucom Systems Canada Inc.
Financial Models Company Inc.
First Byte Software
First Course Software Inc.
G.K. Fleming & Associates Ltd.
David Fletcher & Associates
Martin Ford Intersystems Ltd.
Formulator Software
Foster McLean & Brown Administration Ltd
Fuimus Corp.
Fulcrum Technologies Inc.
Geminaq Systems Ltd.
Gemini Education Group Inc.
Genesys Software Systems of Canada
Genex Technology Group
Geovision Corp.
B.J. Giles & Associates Ltd.
Globe-Tek Systems Ltd.
Gold Value Software Inc.
Gordian Computer Solutions
John Gorham Consultants Ltd.
Gutenburg Software Ltd.
HCR Corp.
HDS Harris Donovan Systems Ltd.
Hartronix Ltd.
Has Ware Inc.
Healthtrac Inc.
Helicon Systems
High Line Data Systems Inc.
Horler Information Inc.
Human Computing Resources Corp.
Hunter & Associates
I S C International Systems Consultants
I.S.D. Marketing
I.S.G. Technologies Inc.
Image Base Videotex Design Inc.
Image Communications
Imaging Research Inc.
Imago
Indisy
  Division of Crowntek Inc.
Informatic Systems
Information Management Software Inc.

SOFTWARE DEVELOPMENT

Information Systems Development Centre
Innovative Technology Inc.
Insta-Systems Inc.
Integrated Micro Systems
Intel Semiconductor of Canada Ltd.
Intelligent Access Microware
Intellitech Canada Ltd.
Interactive Image Technologies Inc.
Interface Business Computer Systems
The Intergroup Partnership
Intersystems
Ironwood Computer Systems
JTS Computer Systems Ltd.
Jacob Electronic Systems Ltd.
Jae Lawton Software
Jedron Software Inc.
Lyle Jennings Associates Inc.
Johnson Computer Software Team Ltd.
K & H Computer Systems (Canada) Ltd.
KOM Inc.
KTS Business Systems Inc.
Keyword Office Technologies Ltd.
Klondike Software Inc.
L & L Computer Systems Inc.
Laor Corporation
  Ontario Computing Systems Division
Laser Friendly Inc.
O.P. Lavin & Associates
Learningcore Inc.
Lee Merrick & Associates Ltd.
Legal Systems Ltd.
Lessonware Services Inc.
Level Seven Research
Link Technologies
Linton Technology Group Ltd.
Logicus Inc.
Logicware Inc.
Looking Glass Software
Lotus Development Corporation
MET Enterprises Inc.
M I S Consultants
MR Communication Consultants Inc.
M R S Company Ltd.
MSI Data Corp.
Management Graphics Inc.
Management Magic Ltd.
Maple Software Ltd.
Mapsys Inc.
Mastercom Matrix Software
Michael Mather Consulting Inc.
Matrix Software
Walter Maves & Assocaites Ltd.
Jack McPherson
Medco Data Systems Ltd.
Medisoft Inc.
Megamation Systems Inc.
Meta Systems (Canada) Ltd.
Micro Global Systems Ltd.
Micro Support Services
Microanalytics Ltd.
Microsoft Canada Inc.
Miller Communications Systems Ltd.
Mirek & Associates
Modular Software Ltd.
Mondecan Ltd.
Mortice Kern Systems Inc.
Multipost Retail Systems
Multiprocessor Toolsmiths Inc.
The Myrrdin Group
NBI Canada Inc.
NCS Technologies
Navacel Enterprises Ltd.
Netron Inc.
Network Data Systems (S.W.O.) Ltd.
Nexa Healthcare Systems Corp.
Norampac Software Inc.
Northern Dynamics Ltd.
Nucor Computing Resources Inc.
Numetrix Ltd.
R.M. O'Neill & Associates Ltd.
Office Data Systems Ltd.
Ongoing Results
Orangesoft Inc.
Organization Metrics
P & P Programming
The P.C. Advisory
PCI Inc.
PCM Microsystems
PSR Software Services Ltd.
Q.W. Page Associates Inc.
Pan Financial Software Services Inc.
Parklane Computer Systems
Parkridge Computer System Inc.
Parkwood Computer Services Inc.
Pelada Informatica Inc.
Penlieu Consultants Inc.
Performance Systems Ltd.
Perle Systems Ltd.

SOFTWARE DEVELOPMENT

Pettitt Lawrence Ltd.
Pineglen Multi-Computer Systems Inc.
Pinetree Software Inc.
Polymathic Computer Corp.
James W. Porcher Consulting
Practorcare Canada
Precision Plus Software
Prior Data Sciences Ltd.
Professional Business Systems
Profit Centre International
Promac Inc.
Promis Systems Corporation Ltd.
Psopharm Ltd.
Proqutil Inc.
Proteo Technology Corporation
Pursang Corporation
  Software Channels Division
Qaid Software Ltd.
Quantetics Corp.
Quinte Computer Services Ltd.
R & D Computers
R C Software and Data
RDM Educational Software
  Ryerson Innovation Centre
RDM Software Inc.
RKT Computer Services Ltd.
RSMC Medical Computing Services
Raus Computer Systems Ltd.
Real Time Data Pro Ltd.
  Division of Memotec Data Inc.
Rennox Consulting Inc.
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  Computer Systems Division
Richardson Profit Systems Corp.
Aldo Riva Architect & P. Engineer
Rivera Hartling Systems Ltd.
Riverside Enterprises
SPRNC Software
S R B International Ltd.
Sales Data Systems Ltd.
Sandabar Control Systems Inc.
Sapling Software Aided Planning Corp.
Satellite Computer Communication System
Searchfast Systems Ltd.
Shawware Inc.
Sheridan College of Applied Arts & Tech.
  Research and Development
Sigmatics Computer Corporation Ltd.
Simall Microcomputer Systems
Simlaw Systems Ltd.
Simware Inc.
Snowbird Software Inc.
SoftQuad Inc.
Softek Computer Services Inc.
Softkey Software Products Inc.
Software City
Software Design Ltd.
Software Kinetics Ltd.
Software a la Carte
Softwords Ltd.
Spectra Computer Services
Spyder Systems Development
Sumquest Software
  Ryerson Innovation Centre
Syntax Systems Ltd.
System Dynamics Corp.
Systematic Computer Services
Systemhouse Inc.
Systems Applications Canada Ltd.
Systems Interface Ltd.
TCP Business Systems
Tacit Computerworks
Talisman Software Inc.
Tando Corp.
Technetronic Inc.
Techtronix Canada Inc.
  Design Automation Group
Tel-Trac Systems Inc.
Telemus Electronic Systems Inc.
Teleride/Sage
Thomas Communications
W.E. Thorp Associates Ltd.
Thoughtware Inc.
Timeplex Canada Inc.
Tracker Industries Ltd.
Tricor Systems and Consulting Ltd.
Trilogic Data Systems
Tycho Research Associates Ltd.
Tydac Technologies Inc.
Unibusy Inc.
Unicus Corp.
Urbanprobe Associates
Usertech Inc.
Valcom Ltd.
Venn Co.
Venus Systems Consulting Inc.
Visitech Graphic Resources Inc.

SOFTWARE DEVELOPMENT

WITS-World Science & Technology
Watcom Group Inc.
Waterloo Engineering Software (WES)
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Division of Crowntek Inc.
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Dash Software Ltd.
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Directory of Companies

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877 Alness Drive, Unit 18
Downsview, Ont M3J 2X4
Tel: (416)736-9867 Empl: 3

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ACO Group Enterprises

1753 Bank Street
Ottawa, Ont K1V 7Z4
Tel: (613)733-0001 Empl: 400

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CONSULTING

ACS Associates Consulting Services Ltd.

55 Metcalfe Street, Suite 800
Ottawa, Ont K1P 6L5
Tel: (613)236-6608 Empl: 35

Ms. Connie Goodenough

CONSULTING

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Mississauga, Ont L4W 1P4
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1900 Minnesota Court
Mississauga, Ont L5N 3C9
Tel: (416)821-9190 Empl: 200

Mr. Don Hastings -Product Mktg. Mgr.

HARDWARE MANUFACTURER

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Tel: (613)226-7800 Empl: 70

Mr. Keith Blackhall -Marketing Director

TURNKEY SYSTEMS

AMS Management Systems Canada Inc.

155 Queen Street, Suite 804
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Mr. Colin Shaw -Managing Director

SOFTWARE DEVELOPMENT

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Markham, Ont L3R 2W2
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Mr. T. Zellernath -President

SOFTWARE DEVELOPMENT

ASW Computer Systems Ltd.

75 Lakeshore Road East
Port Credit, Ont L5G 1C9
Tel: (416)274-7774 Empl: 2

Mr. Peter Stower -Marketing Dir.

SOFTWARE DEVELOPMENT

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Aaski Management Inc.

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Mr. W. McLaughlin -V.P., Corp. Finance

COMPUTER SERVICES

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Mr. Arun Rele -President

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SOFTWARE DEVELOPMENT

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Mr. Larry Abas -General Manager

SOFTWARE DEVELOPMENT

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Abelian Group 1 Inc.

730 Station A
Toronto, Ont M5W 1G2
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Mr. Frank Parkinson -President

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Accuspeed Inc.

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Guelph, Ont N1H 6Z9
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Mr. John Brubacher -Manager

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SOFTWARE DEVELOPMENT

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Acres International Ltd.

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Toronto, Ont M5G 1V2
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CONSULTING

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351 Queen Street West
Toronto, Ont M5V 2A4
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Mr. Ken Derlago

RETAILER

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Dr. C. Rhodes -President

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Mr. Joel Robinson

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CONSULTING

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SOFTWARE DEVELOPMENT

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SOFTWARE DEVELOPMENT

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Mr. Neil Warner -Partner

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RETAILER

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Markham, Ont L3P 3J9
Tel: (416)477-8700 Empl: 35

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SOFTWARE DEVELOPMENT

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The Arnott Design Group Inc.

11 Ontario Street
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OTHER: INDUSTRIAL DESIGN

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Array Systems Computing Inc.

5000 Dufferin Street, Suite 200
Downsview, Ont M3H 5T5
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Don Mills, Ont M3C 2R6
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SOFTWARE DEVELOPMENT

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Arrow Electronics

36 Antares Drive, Unit 100
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Mr. Tony Gilchrist -Branch Manager

DISTRIBUTOR

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Toronto Dominion Centre
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Mr. Bill Barnard -Consultant

CONSULTING

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Asap Computer Products Ltd.

2375 Steeles Avenue West
Downsview, Ont M3J 3A8
Tel: (416)663-2727 Empl: 7

Mr. Paul Wallaston -Manager

RETAILER

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Ascot Software Marketing

2065 Finch Avenue West, Suite 508
Downsview, Ont M3N 2V7
Tel: (416)746-3225 Empl: 3

Mr. Geoff Fridd -General Manager

DISTRIBUTOR

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Ascot Systems Centre

2065 Finch Avenue West, Suite 508
Downsview, Ont M3N 2V7
Tel: (416)746-3225 Empl: 5

Mr. Max Haroon -Training Director

EDUCATION AND TRAINING

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Ascot Systems Consultancy

2065 Finch Avenue West, Suite 508
Downsview, Ont M3N 2V7
Tel: (416)746-3225 Empl: 4

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CONSULTING

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Ashlin Computer Corp.

2242 Eglinton Avenue West
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RETAILER

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Ashton Tate

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Tel: (416)964-1022 Empl:

Mr. Keith Robinson

SOFTWARE PUBLISHER

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4560 Dixie Road, Unit 5E
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Ms. S. Karmali -Owner

CONSULTING

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Astec Software

131 John Street South, Suite 108
Hamilton, Ont L8N 2C3
Tel: (416)528-7353 Empl: 1

Mr. Jorge Gomes -President

SOFTWARE DEVELOPMENT

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The Asystants Computer Group

110 Dunlop Street East, Suite 304
Barrie, Ont L4M 1A4
Tel: (705)722-8858 Empl: 6

Mr. Dick Thomas -General Manager

VALUE ADDED RESELLER

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90 Gough Road, Units 1-2
Markham, Ont L3R 5V5
Tel: (416)479-1266 Empl: 35

Mr. Ian Kennedy -General Manager

HARDWARE MANUFACTURER

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Atkinson, Tremblay & Associates

481 University Avenue, Suite 902
Toronto, Ont M5G 2E9
Tel: (416)596-1532 Empl: 75

Mr. L. Parker -Consulting Services VP

CONSULTING

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Atlantis Scientific Systems Group Inc.

301 Moody Drive, Suite 300
Nepean, Ont K2H 9C4
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Mr. L. Phillip Carr -President

SOFTWARE DEVELOPMENT

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Tel: (416)754-0065 Empl: 15

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1200 Aerowood Drive, Suite 45
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COMPUTER SERVICES

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Autotech Controls Ltd.

8 South Meadow Court
Stoney Creek, Ont L8G 3H2
Tel: (416)847-2108 Empl:

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CONSULTING

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Avec Technical Services Inc.

2465 Cawthra Road, Unit 111
Mississauga, Ont L5A 3P2
Tel: (416)279-1260 Empl: 8

Mr. Richard Earle -President

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Axi Data

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B.A.S.S. Programming

537 Consortium Court
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Mr. Eric Sommer -Partner

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Tel: (416)876-4741 Empl: 26

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CONSULTING

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Tel: (416)236-3174 Empl: 2

Mr. William Badke -President

CONSULTING

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B & J Learning Systems Inc.

2343 Woking Crescent
Mississauga, Ont L5K 1Z5
Tel: (416)823-5509 Empl: 1

Mr. Bill Dykstra -Owner

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BDH Computer Systems Inc.

670 Progress Avenue, Suite 16
Scarborough, Ont M1H 3A4
Tel: (416)439-9915 Empl: 13

Mr. J.A. Boult -President

VALUE ADDED RESELLER

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Babson Bros. Co. (Canada) Ltd.

563 The Queensway East
Mississauga, Ont L5A 3X6
Tel: (416)270-5985 Empl: 18

Mr. Tom Miller -Manager

OTHER: DAIRY FARM EQUIPMENT

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Bailey Controls
Division of B & W Industries Ltd.

860 Harrington Court
Burlington, Ont L7N 3N4
Tel: (416)639-8840 Empl: 350

Mr. L. St. James -Prod. Mktg & Sales

OTHER: INSTRUMENTATION & CONTROLS

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Balcom Custom Computer Services Ltd.

PO Box 10, Station J
Toronto, Ont M4J 4X8
Tel: (416)469-5244 Empl: 3

Ms. Michele Beaudin -President

SOFTWARE DEVELOPMENT

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J.D. Barnes Ltd.

435 McNicoll Avenue
Willowdale, Ont M2H 3M7
Tel: (416)494-6500 Empl: 300

Mr. John Barber -President

OTHER: SURVEY CONSULTANTS

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Basonje Systems Inc.

122 St. Patrick Street, Suite 400
Toronto, Ont M5T 2X8
Tel: (416)598 7992 Empl: 8

Mr. James Kan -President

DISTRIBUTOR

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Beacon Software Inc.

33 Casebridge Court, Unit 8
Scarborough, Ont M1B 3J5
Tel: (416)286-5274 Empl: 2

Mr. Doug Marks -President

DISTRIBUTOR

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Bank of Nova Scotia
Office Automation Support

44 King Street West
Toronto, Ont M5H 1H1
Tel: (416)866-3560 Empl: 1000

Ms. K. Thomas -Office Automation Su

COMPUTER SERVICES

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Barros & Associates Ltd.

6400 Millcreek Drive, Unit 11
Mississauga, Ont L5N 3E7
Tel: (416)858-1043 Empl: 1

Mr. Pedro Barros -President

SOFTWARE DEVELOPMENT

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Bayer Business Machines Ltd.
N.C. Division

1020 Matheson Boulevard
Mississauga, Ont L4W 4J9
Tel: (416)624-4001 Empl: 4

Mr. Peter Bayer -President

DISTRIBUTOR

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Beamscope Canada Inc.

110 Commander Blvd
Scarborough, Ont M1S 3H7
Tel: (416)291-0000 Empl: 25

Mr. Larry Wasser -President

DISTRIBUTOR

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Bell & Howell Ltd.

230 Barmac Drive
Weston, Ont M9L 2X5
Tel: (416)746-2200 Empl: 250

Mr. Delaney -President

HARDWARE MANUFACTURER

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Bertex Inc.

1020 Matheson Boulevard, Unit 2
Mississauga, Ont L4W 4J9
Tel: (416)238-3554 Empl: 15

Mr. Jeff Gabura -President

DISTRIBUTOR

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Blissymbolics Communications Institute

24 Ferrand Drive
Don Mills, Ont M3C 3N2
Tel: (416)421-8377 Empl: 5

Ms. Shirley McNaughton -Exec. Director

OTHER: NON-PROFIT ORGANIZATION

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Bradson Business Centre

440 Laurier Avenue West
Ottawa, Ont K1R 5C4
Tel: (613)232-1110 Empl: 100

Mr. David Hamilton -President

OTHER: PERSONNEL PLACEMENT

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Bellingham Computer Mgt. Corp.

One First Canadian Place, Suite 5900
P.O. Box 24
Toronto, Ont M5X 1K2
Tel: (416)364-4587 Empl: 1

Mr. Kastner -President

CONSULTING

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Birchwind Infosystems Ltd.

R.R. 4
Shelburne, Ont L0N 1S0
Tel: (519)925-3897 Empl: 3

Mr. Keith Thompson -President

CONSULTING

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Bluesky Systems

13 Lawlor Avenue
Toronto, Ont M4E 3L8
Tel: (416)691-4939 Empl:

Mr. Dushan R. Divjak -Owner

SOFTWARE DEVELOPMENT

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Braegen Group Inc.

67 Yonge Street, Suite 1100
Toronto, Ont M5E 1J8
Tel: (416)366-6363 Empl: 15

Mr. Morgan Smyth -President

VALUE ADDED RESELLER

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Bramalea Software Systems

1 City Centre Drive, Suite 211
Bramalea, Ont L6T 3R5
Tel: (416)792-1137 Empl: 6

Mr. George Wines

SOFTWARE PUBLISHER

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Brant Computer Services Ltd.

2605 Skymark Avenue, Suite 400
Mississauga, Ont L4W 4L5
Tel: (416)238-9790 Empl: 30

Mr. Bruce Lyons -President

SOFTWARE DEVELOPMENT

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Bri-Dun Consultants Inc.

429 Mount Pleasant Road
Toronto, Ont M4S 2L8
Tel: (416)487-9535 Empl: 1

Mr. B.E. Dunk -President

CONSULTING

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Brook, Baker & Associates

1753 Bank Street
Ottawa, Ont K1V 7Z4
Tel: (613)731-4738 Empl: 3

Mr. Denis Brooke -Manager

CONSULTING

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Bryker Data Systems Ltd.

895 Don Mills Road, Suite 200
Don Mills, Ont M3C 1W3
Tel: (416)446-6161 Empl: 50

Mr. Bryan Kerdman -Chairman & CEO

COMPUTER SERVICES

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Buckley Fraser Williams Inc.

1075 Bay Street, Suite 220
Toronto, Ont M5S 2B1
Tel: (416)961-6926 Empl: 20

Mr. Norman Buckley -President

CONSULTING

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Bulloch Systems

1200 Bay Street, Suite 703
Toronto, Ont M5R 2A5
Tel: (416)923-9255 Empl: 16

Mr. Kevin Gordon -Vice President

CONSULTING

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Burley Associates Ltd.

250 Consumers Road, Suite 403
Toronto, Ont M2J 4V6
Tel: (416)492-5984 Empl: 4

Mr. Don Burley -President

CONSULTING

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Business Care

8308 Bathurst Street
P.O. Box 189
Thornhill, Ont L3T 3N3
Tel: (416)731-0744 Empl: 2

Mr. Ron McPherson -President

DISTRIBUTOR

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Butler Computer Maintenance Ltd.

3600 Danforth Avenue
Scarborough, Ont M1N 4C5
Tel: (416)690-4311 Empl: 15

Mr. Terry Rowe -President

COMPUTER SERVICES

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Bytes of Learning Inc.

150 Consumers Road, Suite 202
Willowdale, Ont M2J 1P9
Tel: (416)495-9913 Empl: 4

Mr. Art Willer -President

SOFTWARE DEVELOPMENT

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CAIL Systems Ltd.

34 King Street East, Suite 400
Toronto, Ont M5C 1E5
Tel: (416)362-1063 Empl: 20

Mr. Ron Thompson -President

SOFTWARE DEVELOPMENT

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Business Computer Systems Ltd.

120 Eglinton Avenue East, Suite 1100
Toronto, Ont M4P 1E2
Tel: (416)483-6445 Empl: 12

Mr. Warren Pidhiring -President

SOFTWARE DEVELOPMENT

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Byte Craft Ltd.

421 King Street North
Waterloo, Ont N2J 4E4
Tel: (519)888-6911 Empl: 2

Mr. Walter Banks -President

CONSULTING

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CAD/CAM Graphics 1984 Ltd.

700 Industrial Avenue
Ottawa, Ont K1G 0Y9
Tel: (613)526-0620 Empl: 19

Mr. Tony Jarvis -President

VALUE ADDED RESELLER

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CAIP Corporation

106 Colonnade Road, Suite 220
Nepean, Ont K2E 7P4
Tel: (613)727-0082 Empl: 10

Mr. John J. Shepherd -Chairman

CONSULTING

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CAPSCO Software Canada Ltd.

160 Eglinton Avenue East, Suite 500
Toronto, Ont M4P 3B5
Tel: (416)489-3744 Empl: 73

Mr. J. Jepson -President

VALUE ADDED RESELLER

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C B Engineering Eastern Ltd.

505 Hood Road, Unit 9
Markham, Ont L3R 5V6
Tel: (416)479-3666 Empl: 6

Mr. Scott Fyall -Marketing Manager

DISTRIBUTOR

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CDE Computerized Drafting & Engineering

385 The West Mall, Suite 101
Etobicoke, Ont M9C 1E7
Tel: (416)626-1456 Empl: 3

Mr. I. Copf -President

SOFTWARE DEVELOPMENT

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CEO Software Ltd.

421 Eglinton Avenue West, Suite 7
Toronto, Ont M5N 1A4
Tel: (416)484-0004 Empl: 3

Mr. John Lash -President

SOFTWARE DEVELOPMENT

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CGI Information Systems & Mgmt. Consul.

67 Richmond Street West, Suite 407
Toronto, Ont M5H 1Z5
Tel: (416)364-3525 Empl: 100

Mr. John Chmielinski -Vice President

CONSULTING

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CIM-Data Systems Ltd.

214 Norseman Street
Toronto, Ont M8Z 2R4
Tel: (416)231-7444 Empl: 10

Mr. Mike Hornick -Sales VP

SOFTWARE DEVELOPMENT

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CMD Systems

65 The East Mall
Etobicoke, Ont M4Z 5W3
Tel: (416)252-3179 Empl: 3

Mr. Sandy Campbell

SOFTWARE DEVELOPMENT

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CMI

5 Fairview Mall Drive, Suite 450
Willowdale, Ont M2J 2Z1
Tel: (416)492-1480 Empl: 2

Mr. David Avrahami -Vice President

DISTRIBUTOR

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CPT Business Systems of Canada

350 Sparks Street, Suite 405
Ottawa, Ont M4X 1R7
Tel: (613)233-0409 Empl: 10

Mr. Robert Pridmore -General Manager

DISTRIBUTOR

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CSP by Ken Harvey Inc.

1020 Denison Street, Suite 10
Markham, Ont L3R 3W5
Tel: (416)475-8844 Empl: 1

Mr. Ken Harvey -President

CONSULTING

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Cadar Corp.

80 Royalcrest Road
Rexdale, Ont M9V 4C1
Tel: (416)749-3970 Empl: 2

Mr. Dennis Foreht -President

COMPUTER SERVICES

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Calcomp Canada Inc.

401 Champagne Drive
Downsview, Ont M3J 2C6
Tel: (416)635-9010 Empl: 40

Mr. Frank Roy -President

HARDWARE MANUFACTURER

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CRC The CAD Resource Centre

55 Town Centre Court, Suite 124
Canada Life Centre
Scarborough, Ont M1P 4X4
Tel: (416)296-0468 Empl: 9

Mr. John Wright -Education & Design Mgr

CONSULTING

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Cableshare Inc.

20 Enterprise Drive
P.O. Box 5880
London, Ont N6A 4L6
Tel: (519)686-2900 Empl: 90

Mr. Terrence Pocock -President

SOFTWARE DEVELOPMENT

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Cadham Hayes

355 Waverly Street, 3rd Floor
Ottawa, Ont K2P 0W4
Tel: (613)234-0768 Empl: 12

Mr. John Cadham -President

CONSULTING

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Calian Technology Ltd.

1755 Woodward Drive, Suite 305
Ottawa, Ont K2C 0P9
Tel: (613)727-0606 Empl: 10

Mr. Larry O'Brien

CONSULTING

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Calibre Associates

University of Waterloo
Dept. of English, Hagey Hall
Waterloo, Ont N2L 3G1
Tel: (519)885-1211 Empl: 1

Dr. Paul Beam

SOFTWARE DEVELOPMENT

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Cambridge Software Products Inc.

244 Water Street North
P.O. Box 1148
Cambridge, Ont N1R 6C9
Tel: (519)622-2830 Empl: 6

Mr. Frank Jaglowitz -President

DISTRIBUTOR

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W.R. Campbell Partners Inc.

70 University Avenue, Suite 620
Toronto, Ont M5J 2M4
Tel: (416)597-2188 Empl: 6

Mr. Roger Campbell -President

CONSULTING

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Canada Star Consulting

38 St. Georges Blvd.
Weston, Ont M9R 1X2
Tel: (416)246-0010 Empl: 2

Mr. Nazeer Bishay

CONSULTING

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Calma Ltd.

2300 Meadowvale Blvd.
Mississauga, Ont L5N 5P9
Tel: (416)858-5702 Empl: 10

Mr. Wayne Thrower -Manager

TURNKEY SYSTEMS

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Camco Inc.

175 Longwood Road South
P.O. Box 2094
Hamilton, Ont L8N 3Y5
Tel: (416)521-3276 Empl: 2500

Mr. A. Van der Spelk -Technical Mg

OTHER: MANUFACTURING APPLIANCES

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Canada Remote Systems

4198 Dundas Street West, Suite 311
Toronto, Ont M8X 1Y6
Tel: (416)231-2383 Empl: 7

Ms. Colleen Newell -President

RETAILER

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Canada Systems Group Ltd.

393 University Avenue
Toronto, Ont M5G 2H9
Tel: (416)964-7640 Empl: 1224

Mr. John Ricketts -President

CONSULTING

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Canadian Applied Technology

10 Planchet Road, Units 21-26
Concord, Ont L4K 2C8
Tel: (416)738-8205 Empl: 30

Mr. Rob Mylwyk -Engineering Manager

HARDWARE MANUFACTURER

Canadian Astronautics Ltd.

1050 Morrison Drive
Ottawa, Ont K2H 8K7
Tel: (613)820-8280 Empl: 275

Mr. James Taylor -President

HARDWARE MANUFACTURER

Canadian Computer Wholesale

3410 Midland Avenue, Unit 9
Scarborough, Ont M1V 4V5
Tel: (416)292-3224 Empl: 3

Mr. Joel Lester -President

DISTRIBUTOR

Canadian Directory of Software
Maclean-Hunter Ltd.

777 Bay Street, 5th Floor
Toronto, Ont M5W 1A7
Tel: (416)596-5985 Empl: 9

Mr. Jim Boyd -Manager

OTHER: PUBLISHING

Canadian Educational Computer Systems

P.O Box 1045
Beamsville, Ont L0R 1B0
Tel: (416)563-8364 Empl:

Mr. Paul Rehak -Owner

SOFTWARE DEVELOPMENT

Canadian Educational Microprocessor Corp

2 St. Clair Avenue West, Suite 1600
Toronto, Ont M4V 1L5
Tel: (416)922-4779 Empl: 50

Ms. Charlene Wolstat -Manager

HARDWARE MANUFACTURER

Canadian Patents and Development Ltd.

275 Slater Street
Ottawa, Ont K1A 0R3
Tel: (613)990-6100 Empl: 28

Terry DeSilva -Mktg. Licensing Officer

OTHER: LICENSOR OF GOVERNMENT SOFTWARE

The Canadian Public Domain Exchange

439 University Avenue, Suite 1500
Toronto, Ont M5G 1Y8
Tel: (416)598-1226 Empl:

Mr. Robert Gold -President

DISTRIBUTOR

Canadian Software Distributors

393 Rowell Avenue
Sault Ste. Marie, Ont P6C 5L2
Tel: (705)949-9432 Empl:

Mr. Stan Refcio -General Manager

DISTRIBUTOR

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Canadian Standard Association

178 Rexdale Blvd.
Rexdale, Ont M9W 1R3
Tel: (416)747-4000 Empl: 800

Mr. Len Bouwers -Compu. Operation

OTHER: NON-PROFIT ORGANIZATION

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Canadian Technology Marketing Group Ltd

1600 Carling Avenue, Suite 530
Ottawa, Ont K1Z 8R7
Tel: (613)729-2043 Empl: 30

Mr. J. R. Davies -President

CONSULTING

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Canadian Used Computers Ltd.

15 Kern Road
Don Mills, Ont M3B 1S9
Tel: (416)441-3130 Empl: 45

Mr. Charles G. Hanna -President

RETAILER

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Canon Canada

6390 Dixie Road
Mississauga, Ont L5T 1P7
Tel: (416)678-2730 Empl: 250

Mr. A. Takano -Executive Director

DISTRIBUTOR

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Canpolar Inc.

421 Eglington Avenue West, Suite
Toronto, Ont M5N 1A4
Tel: (416)487-1581 Empl: 3

Mr. James R. Rossiter -President

RESEARCH AND EXPERIMENTAL DEVELOP

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Cansys Office Automation

101 Duncan Mill Road, Suite 200
Don Mills, Ont M3B 1Z3
Tel: (416)449-7872 Empl: 24

Mr. Geoff Aldridge -President

SOFTWARE DEVELOPMENT

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Canveon Systems Inc.

16A Greenfield Avenue
Willowdale, Ont M2N 3C8
Tel: (416)226-2181 Empl: 4

Mr. Michael Fine -Vice President

SOFTWARE DEVELOPMENT

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Capital House Ltd.

112 Kent Street, Suite 2218
Ottawa, Ont K1P 5P2
Tel: (613)232-4864 Empl: 3

Mr. Frederick Gall

CONSULTING

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Capp Consultants Inc.

1 Greensboro Drive, Suite 306
Rexdale, Ont M9W 1C8
Tel: (416)249-9144 Empl: 15

Mr. Peter Quattro -Vice President

CONSULTING

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Carleton Technologies Inc.

1 Caesar Avenue
Nepean, Ont K2G 0A8
Tel: (613)225-0283 Empl: 9

Mr. Herbert L. Osborne -President

VALUE ADDED RESELLER

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Catalyst International Business Systems

220 Yonge Street, Suite 209
Toronto, Ont M5B 2H1
Tel: (416)591-9181 Empl: 12

Mr. Jim Blick

SOFTWARE DEVELOPMENT

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Caxton Software

111 Richmond Street West, Suite 318
Toronto, Ont M5H 2G4
Tel: (416)366-2574 Empl:

Mr. Alan Rocker -President

DISTRIBUTOR

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Cenmar Enterprises Inc.

315 Albany Avenue
Toronto, Ont M5R 3E2
Tel: (416)537-9874 Empl: 2

Mr. Spitzer -President

CONSULTING

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Centre Franco-Ontarien de Ressources

339, rue Wilbrod
Ottawa, Ont K1N 6M4
Tel: (613)238-7957 Empl: 45

Mr. Francois Dupont

SOFTWARE DEVELOPMENT

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Chang's Engineering Inc.

P.O. Box 391
Don Mills, Ont M3C 2S7
Tel: (416)223-1025 Empl: 1

Mr. Chang -President

SOFTWARE DEVELOPMENT

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Chappell & Associates

250 Consumers Road, Suite 1109
Willowdale, Ont M2J 4V6
Tel: (416)495-1100 Empl: 4

Mr. Ross Chappell -President

SOFTWARE DEVELOPMENT

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Chassels Computer Systems

215 Carlingview Drive, Suite 302
Rexdale, Ont M9W 5X8
Tel: (416)675-2808 Empl: 6

Mr. John Chassels

VALUE ADDED RESELLER

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Chatham Computer Sales & Service Ltd.

544 Queen Street
Chatham, Ont N7M 2J6
Tel: (519)354-6827 Empl: 5

Mr. Henry Bruhlman -Owner

RETAILER

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Cincom Systems of Canada Ltd.

130 Dundas Street East, Suite 201
Mississauga, Ont L5A 3V8
Tel: (416)279-4220 Empl: 45

Mr. P. Robling -General Manager

DISTRIBUTOR

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Classic Software Corp.

1 Elizabeth Street
Creemore, Ont L0M 1G0
Tel: (705)466-2557 Empl: 7

Mr. Dave Lund -Manager

SOFTWARE DEVELOPMENT

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Closed Loop Sales Inc.

255 Industrial Parkway South, Unit
Aurora, Ont L4G 3L5
Tel: (416)727-1977 Empl: 4

Mr. Dave Harrison -President

DISTRIBUTOR

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Co-operators Data Services Ltd.

6820 Century Avenue
Mississauga, Ont L5N 2V8
Tel: (416)858-7179 Empl: 250

Mr. Ralph Ulmer -President

COMPUTER SERVICES

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Codabase Services Inc.

41 Horner Avenue, Suite 1
Toronto, Ont M8Z 4X4
Tel: (416)259-8449 Empl: 5

Mr. Fred Johnstone -President

COMPUTER SERVICES

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Cognos Inc.

3755 Riverside Drive
P.O. Box 9707
Ottawa, Ont K1G 3Z4
Tel: (613)738-1440 Empl: 450

Ms. Margaret Hushion -P.R. Coordinator

SOFTWARE DEVELOPMENT

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Combus Ltd.

238 Hood Road
Markham, Ont L3R 3K8
Tel: (416)475-0109 Empl: 7

Mr. Bill McAlpine -President

VALUE ADDED RESELLER

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Command Business Systems Ltd.

2441 Finch Avenue West, Suite 100
Weston, Ont M9M 2B5
Tel: (416)749-3787 Empl:

Mr. Marvin Sigler

SOFTWARE PUBLISHER

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Compris Inc.

6 Beechwood Avenue
Ottawa, Ont K1L 8B4
Tel: (613)746-3526 Empl: 6

Mr. Ted Davies -President

SOFTWARE DEVELOPMENT

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Columbus Computer Business Systems Inc.

255 Consumers Road, Suite 100
Willowdale, Ont M2J 1R4
Tel: (416)498-6778 Empl: 90

Mr. H. Debes -President

SOFTWARE DEVELOPMENT

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Comintel Corp.

2 Bloor Street West, Suite 100-459
Toronto, Ont M4W 3E2
Tel: (416)964-7989 Empl: 1

Mr. Donald Brady -President

SOFTWARE DEVELOPMENT

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CompEngServ Ltd.

265 Carling Avenue, Suite 600
Ottawa, Ont K1S 2E1
Tel: (613)563-1920 Empl: 8

Prof. B.A. Bowen -President

SOFTWARE DEVELOPMENT

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CompuStock Software House

560 Squier Place
Thunder Bay, Ont P72 4A8
Tel: (807)345-4020 Empl: 8

Mr. Roy Stock -Manager

VALUE ADDED RESELLER

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Compuaids

1775 Courtwood Cres., Lower East Level
Ottawa, Ont K2C 3J2
Tel: (613)225-2963 Empl: 6

Mr. Harjit Singh -Owner

CONSULTING

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Compuflow

362 Bloor Street West, Suite 200
Toronto, Ont M5S 1X2
Tel: (416)962-6281 Empl: 2

Mr. Kelvin Kaufman -Director

COMPUTER SERVICES

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Compulog Logic Systems

168 Erskine Avenue, Suite 201
Toronto, Ont M4P 1Z1
Tel: (416)486-7835 Empl: 1

Mr. F. G. Adlard -Director

SOFTWARE DEVELOPMENT

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Compusel Computer Sales Inc.

2349 Fairview Street
Burlington, Ont L7R 2E3
Tel: (416)632-2740 Empl: 6

Mr. Richard Moffat -President

DISTRIBUTOR

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Compucentre

220 Yonge Street, Suite 202
P.O. Box 520
Toronto, Ont M5B 2H1
Tel: (416)596-1300 Empl: 21

Mr. Moishe Lerman -General Manager

VALUE ADDED RESELLER

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Compugen Systems Ltd.

606 Gordon Baker Road
Willowdale, Ont M2H 3B4
Tel: (416)494-2979 Empl: 25

Dr. Harry Zarak -Senior Consultant

VALUE ADDED RESELLER

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Compusearch Market & Social Resear

16 Madison Avenue
Toronto, Ont M5R 2S1
Tel: (416)967-5881 Empl: 50

Mr. William Goldstein -President

COMPUTER SERVICES

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Compuserve

43 Riviera Drive
Markham, Ont L3R 5J6
Tel: (416)477-8088 Empl: 97

Mr. Jon Turner -President

DISTRIBUTOR

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Compute (Bridgend) Ltd.

38 Guided Court
Rexdale, Ont M9V 4K6
Tel: (416)746-4447 Empl: 3

Mr. Alan Hewson -General Manager

DISTRIBUTOR

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Computer Aided Design Systems

3 Amberwood Crescent, Unit 3
Nepean, Ont K2E 7L1
Tel: (613)225-0411 Empl: 11

Mr. Patrick Philliban -President

VALUE ADDED RESELLER

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Computer Applications & Systems Eng

2100 Eglinton Avenue West
Toronto, Ont M6E 2K7
Tel: (416)741-5346 Empl: 2

Mr. L. Martin -President

SOFTWARE DEVELOPMENT

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Computer Auditor

Box 262, Toronto-Dominion Centre
Thorne Riddell Tower
Toronto, Ont M5K 1J9
Tel: (416)868-8867 Empl: 30

Mr. R. Beltzner -Regional Director

COMPUTER SERVICES

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Computer Action Inc.

2 Lansing Square, Suite 800
Willowdale, Ont M2J 4P8
Tel: (416)492-5656 Empl: 12

Ms. Rowan Marsh -President

CONSULTING

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Computer Application Techniques Ltd.

3039 Saracen Court
Mississauga, Ont L5N 3G9
Tel: (416)824-1969 Empl: 4

Mr. I. El-Raher -President

CONSULTING

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Computer Associates Canada Ltd.

710 Dorval Drive
Oakville, Ont L6K 3V3
Tel: (416)842-2110 Empl: 52

Mr. Ross Harlowe -President

DISTRIBUTOR

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Computer-Based Learning Proj Task Force

6700 Finch Street West, Suite 706
Rexdale, Ont M9W 5P5
Tel: (416)672-3115 Empl: 1

Mr. J. Taylor -Manager

CONSULTING

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Computer Book & Supply Centre

1263 Bay Street
Toronto, Ont M5R 2Z1
Tel: (416)926-0064 Empl: 20

Mr. Rob Legge -President

RETAILER

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Computer Coordinators Inc.

311 Evans Avenue
Toronto, Ont M8Z 1K2
Tel: (416)253-4566 Empl: 7

Mr. D. Roughley -General Manager

CONSULTING

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Computer Infonet Services Inc.

2 Sheppard Avenue East, Suite 201
Willowdale, Ont M2N 5Y7
Tel: (416)224-2320 Empl: 5

Mr. M. J. Alladin -President

COMPUTER SERVICES

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Computer Inspirations

2 Huntingwood Crescent
Brampton, Ont L6S 1S6
Tel: (416)792-6797 Empl:

Mr. M. Griebling -President

SOFTWARE DEVELOPMENT

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Computer Connection Inc.

370 Brittania Road, Suite 1
Mississauga, Ont L4Z 1X9
Tel: (416)890-8070 Empl: 70

Mr. Al Hayward -Operations Manager

RETAILER

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Computer Genesis

218 Yorkland Blvd.
Willowdale, Ont M2J 1R5
Tel: (416)499-5551 Empl: 18

Mr. Claudio Piccolotto -President

DISTRIBUTOR

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Computer Innovations Distribution I
(Computerland)

2000 Clark Blvd.
Brampton, Ont L6T 4M7
Tel: (416)793-9000 Empl: 650

Mr. Jim Yeates -President

VALUE ADDED RESELLER

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Computer Lab

2220 Midland Avenue, Suite 122
Scarborough, Ont M1P 3E6
Tel: (416)299-7660 Empl: 8

Mr. Bob Li -President

VALUE ADDED RESELLER

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Computer Methods (Canada) Ltd.

3701 Chesswood Drive, Suite 215
Downsview, Ont M3J 2P6
Tel: (416)635-7400 Empl: 35

Mr. Allen S. Berg

SOFTWARE DEVELOPMENT

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Computer Sciences Canada Ltd.

515 Consumers Road, Suite 200
Willowdale, Ont M2J 4Z2
Tel: (416)496-0500 Empl:

Mr. Harvey Gordon -Director

COMPUTER SERVICES

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Computer Servicenters Canada Ltd.

75 Front Street East, Suite 201
Toronto, Ont M5E 1V9
Tel: (416)367-0909 Empl: 20

Mr. S. J. Francis -President

SOFTWARE DEVELOPMENT

~~~~~~

Computer Shack Inc.

5 Spring Garden Avenue
North York, Ont M2N 3G1
Tel: (416)221-6167 Empl: 14

Mr. Jamal Hassan -Partner

COMPUTER SERVICES

~~~~~~

Computer Sign Systems

226 Steelcase Road West
Markham, Ont L3R 1B3
Tel: (416)475-7105 Empl: 6

Mr. Sam Markle -President

HARDWARE MANUFACTURER

~~~~~~

The Computer Terminal

22 King Street West, P.O. Box 1135
Cobourg, Ont K9A 4W5
Tel: (416)372-3005 Empl: 2

Mr. Jim Matthews -Owner

RETAILER

~~~~~~

Computer Utility Management Ltd.

2301 Haines Road
Mississauga, Ont L4Y 1Y5
Tel: (416)272-3300 Empl: 50

Mr. A. Lupinacci -Director of Marketing

VALUE ADDED RESELLER

~~~~~~

Computer X Canada Ltd.

560 Denison Street, Unit 9
Markham, Ont L3R 2M8
Tel: (416)475-8980 Empl: 15

Mr. Mannie Kagan

HARDWARE MANUFACTURER

~~~~~~

The Computer and You

5230 Dundas Street West, Unit 4
Islington, Ont M9A 4X1
Tel: (416)231-0205 Empl: 4

Mr. Chris Barry -Manager

RETAILER

~~~~~~

Computeristics Ltd.

706 Gordon Baker Road
Willowdale, Ont M2H 3B4
Tel: (416)493-2775 Empl: 4

Mr. T. Pounder -President

SOFTWARE DEVELOPMENT

~~~~~~

Computervision Canada Inc.

180 Atwell Drive, Suite 202
Rexdale, Ont M9W 6A9
Tel: (416)675-9399 Empl: 35

Mr. Jack Nolan -Manager

TURNKEY SYSTEMS

~~~~~~

Computrol

5 Fairview Mall Drive, Suite 450
Willowdale, Ont M2J 2Z1
Tel: (416)492-1480 Empl: 2

Mr. David Avrahami -Vice President

TURNKEY SYSTEMS

~~~~~~

Computerhouse

167 Wellington West
Chatham, Ont N7M 1J4
Tel: (519)354-7882 Empl: 3

Mr. Phillip Strapp -Partner

RETAILER

~~~~~~

Computerized Total Management L

RR 1
Schomberg, Ont L0G 1T0
Tel: (416)939-2512 Empl:

Mr. Wilhelm Platzer -President

CONSULTING

~~~~~~

Computrek

754 Lasalle Blvd.
Sudbury, Ont P3A 4V4
Tel: (705)566-5776 Empl: 4

Mr. Todd Muzyka -Manager

RETAILER

~~~~~~

Comshare Ltd.

180 Attwell Drive
Rexdale, Ont M9W 6H4
Tel: (416)675-6363 Empl: 60

Mr. Ron McKerron -V.P. Finance &

SOFTWARE DEVELOPMENT

~~~~~~

Comspec Communications Inc.

153 Bridgeland Avenue, Unit 5
Toronto, Ont M6A 2Y6
Tel: (416)785-3553 Empl: 30

Mr. R. McCalla -General Manager

VALUE ADDED RESELLER

~~~~~~

Conamex International Software Corp.

3275 Sheppard Avenue East, Suite 406
Scarborough, Ont M1T 3P1
Tel: (416)495-6801 Empl: 3

Mr. R. L'Esperance -President

SOFTWARE DEVELOPMENT

~~~~~~

Conspec Controls Ltd.

44 Martin Ross Avenue
Downsview, Ont M3J 2K8
Tel: (416)661-0500 Empl: 40

Mr. L. R. McCullough -President

TURNKEY SYSTEMS

~~~~~~

Continuum Company Ltd.

160 Bloor Street East, Suite 924
Toronto, Ont M4W 1B9
Tel: (416)964-0924 Empl: 2

Mr. Guy Renfer -President

SOFTWARE DEVELOPMENT

~~~~~~

Comtech Group International Ltd.

5 Fairview Mall Drive, Suite 450
Willowdale, Ont M2J 2Z1
Tel: (416)492-1480 Empl: 50

Mr. David Avrahami -Vice President

COMPUTER SERVICES

~~~~~~

Concurrent Computer Corp. (Canada)

2595 Skymark Avenue, Suite 214
Mississauga, Ont L4W 4L5
Tel: (416)238-1777 Empl: 35

Mr. Ken Stewart -President

HARDWARE MANUFACTURER

~~~~~~

Contel Business Systems

4 Robert Speck Parkway, Suite 380
Mississauga, Ont L4Z 1S1
Tel: (416)897-1225 Empl: 8

Mr. Will Jahnke -Regional Director

TURNKEY SYSTEMS

~~~~~~

Control Data Canada Ltd.

1855 Minnesota Court
Mississauga, Ont L5N 1K7
Tel: (416)826-8640 Empl: 495

Mr. Averell Elliot -Vice President

HARDWARE MANUFACTURER

~~~~~~

Convergent Technologies (Canada) Inc.

789 Don Mills Road, Suite 707
Don Mills, Ont M3C 3L6
Tel: (416)422-3009 Empl: 7

Mr. Bob Whitcroft -Managing Director

HARDWARE MANUFACTURER

~~~~~~

Corel Systems Corp.

1600 Carling Avenue, Suite 190
Ottawa, Ont K1Z 7M4
Tel: (613)728-8200 Empl: 35

Mr. Michael Cowpland -President

TURNKEY SYSTEMS

~~~~~~

Corporate Consultants
FRG Enterprises Inc.

155 University Avenue, Suite 500
Toronto, Ont M5H 3B7
Tel: (416)862-1259 Empl: 15

Mr. Gordon Brown -Vice President

OTHER: PERSONNEL PLACEMENT

~~~~~~

CourseMaker International Inc.

2150 Steeles Avenue West, Suite 11-12
Concord, Ont L4K 2Y7
Tel: (416)738-8722 Empl: 5

Mr. Ernest Carbonelli -Vice President

SOFTWARE DEVELOPMENT

~~~~~~

Coopers & Lybrand Consulting Grou

145 King Street West, 23rd Floor
Toronto, Ont M5H 1V8
Tel: (416)366-1921 Empl: 150

Mr. Jeff Mackenzie -Managing Partn

CONSULTING

~~~~~~

Corporate Computer Systems Inc.

22 Riviera Drive
Markham, Ont L3R 5M1
Tel: (416)479-2223 Empl: 10

Mr. Brian Kirkey -President

DISTRIBUTOR

~~~~~~

Corporate Micro Business Systems

238 Galaxy Boulevard
Rexdale, Ont M9W 5R8
Tel: (416)674-1170 Empl: 14

Mr. Joseph Cirella -President

ACADEMIC INSTITUTION

~~~~~~

Courseware Solutions Inc.

100 Lombard Street, Suite 404
Toronto, Ont M5C 1M3
Tel: (416)863-6116 Empl: 4

Ms. Mary Pat McDonald -Mktg. Direc

EDUCATION AND TRAINING

~~~~~~

Cover-All Computer Services Ltd.

1645 Warden Avenue
Scarborough, Ont M1R 5B3
Tel: (416)298-6170 Empl: 54

Mr. Robert Therien -President

COMPUTER SERVICES

~~~~~~

Creative Insurance Software Ltd.

206 Laird Drive, Suite 203
Toronto, Ont M4G 3W5
Tel: (416)422-0563 Empl: 15

Mr. David Rive -President

SOFTWARE PUBLISHER

~~~~~~

Crowntek Business Centres.
Division of Crowntek Inc.

911 Adenision Street
Markham, Ont L3R 3K4
Tel: (416)493-0800 Empl: 80

Mr. Scott Sedman -Software Manager

VALUE ADDED RESELLER

~~~~~~

Cudata Division

6820 Century Avenue
Mississauga, Ont L5N 2V8
Tel: (416)858-4749 Empl: 45

Mr. Gerry Winter -Promotion Co-ordinator

COMPUTER SERVICES

~~~~~~

Creating With Technology

178 Waverley Road
Toronto, Ont M4L 3T3
Tel: (416)694-8842 Empl: 1

Mr. Stephen Long -Owner

SOFTWARE DEVELOPMENT

~~~~~~

Crown and Flint Software

6 Swanwick Avenue
Toronto, Ont M4E 1Z1
Tel: (416)690-0488 Empl: 2

Mr. R. Saylor & Mr. M. Coutts -Partners

SOFTWARE DEVELOPMENT

~~~~~~

Crux Solutions Inc.

120 Traders Blvd. East, Unit 103
Mississauga, Ont L4Z 2H7
Tel: (416)890-6169 Empl: 1

Mr. William Siudak -President

SOFTWARE DEVELOPMENT

~~~~~~

Cullinet Canada Inc.

20 Bay Street, Suite 1700
Toronto, Ont M5J 2N8
Tel: (416)365-7321 Empl: 70

Mr. John Rattray

SOFTWARE PUBLISHER

~~~~~~

Cultural Software Centre Inc.

658 Queen Street West
Toronto, Ont M6J 1E5
Tel: (416)863-6081 Empl: 4

Mr. Derek Dowden -Director

RETAILER

~~~~~~

Curvet Information Systems

P.O. Box 175
Oxford Mills, Ont K0G 1S0
Tel: (613)258-2468 Empl: 2

Mr. David Shaw

CONSULTING

~~~~~~

Custom Logic Inc.

500 Sheppard Avenue East, Suite 206
Willowdale, Ont M2N 6H7
Tel: (416)222-0529 Empl: 3

Mr. Robert Reive -Systems Engineer

SOFTWARE DEVELOPMENT

~~~~~~

Cybermation Inc.

16 Esna Park Drive, Suite 101
Markham, Ont L3R 5X1
Tel: (416)479-4611 Empl: 10

Ms. Ruth Nissan -Administration

SOFTWARE DEVELOPMENT

~~~~~~

Cybit Corporation

235 Stafford Road W, Unit 104
Nepean, Ont K2H 9C1
Tel: (613)721-0751 Empl: 3

Mr. Bryan Morris -Engineer

CONSULTING

~~~~~~

Cyborg Systems of Canada Inc.

1274 Pitt Street
Cornwall, Ont K6J 3T5
Tel: (613)938-7431 Empl: 9

Mr. Bill Robinson -V P & General Ma

SOFTWARE DEVELOPMENT

~~~~~~

D & N Associates

643 Eaglemount Crescent
Mississauga, Ont L5C 1N8
Tel: (416)252-0064 Empl: 2

Mr. Nigel Boubert -President

CONSULTING

~~~~~~

D.A.D.A./Designing for Disabled Adu

1024 Dupont Street, Unit 5
Toronto, Ont M6H 2A2
Tel: (416)533-4494 Empl: 7

Ms. Leslie Dolman -Executive Direct

SOFTWARE DEVELOPMENT

~~~~~~

DBM Manufacturing Systems Inc.

251 Consumers Road, Suite 104
Willowdale, Ont M2J 4R3
Tel: (416)497-0047 Empl: 20

Mr. Gregory Wai -President

CONSULTING

~~~~~~

DGA Electronics Ltd.

53 Laird Drive
Toronto, Ont M4G 3T4
Tel: (416)422-1036 Empl: 6

RESEARCH AND EXPERIMENTAL DEVELOPMENT

~~~~~~

DI Associates Inc.

280 Albert Street, Ste 501
Ottawa, Ont K1P 5G8
Tel: (613)232-9619 Empl: 58

Mr. Manny Singer -General Manager

CONSULTING

~~~~~~

DMG Ltd. (Digital Mgmt Group Ltd.)

4711 Yonge Street, Suite 600
North York, Ont M5W 1C5
Tel: (416)225-7788 Empl: 23

Mr. John Dightam -President

DISTRIBUTOR

~~~~~~

D E Systems Ltd.

1716 Woodward Drive
Ottawa, Ont K2C 0P8
Tel: (613)723-1166 Empl: 50

Mr. Bruno Dugas -President

DISTRIBUTOR

~~~~~~

DGS Group
Systems Service Division

2 St. Clair Avenue East, 4th Floor
Toronto, Ont M4T 2T5
Tel: (416)968-0989 Empl: 35

Mr. Barry Spring -Manager

CONSULTING

~~~~~~

DLSF Systems Inc.

28 Westcliffe Road
Nepean, Ont K2H 7X4
Tel: (613)726-1849 Empl: 2

Mr. David Levan -President

CONSULTING

~~~~~~

DOBIS Search Service
National Library of Canada

395 Wellington Street
Ottawa, Ont K1A 0N4
Tel: (819)994-6949 Empl: 530

Ms. Nancy Brodie -Manager, User Support

OTHER: GOVERNMENT

~~~~~~

DPM Data Services

3501 McNicoll Avenue, Unit 3
Scarborough, Ont M1V 2N3
Tel: (416)297-1984 Empl: 5

Mr. Thomas Sang -Manager

VALUE ADDED RESELLER

~~~~~~

DY 4 Systems Inc.

21 Credit Union Way
Nepean, Ont K2H 9G1
Tel: (613)596-9911 Empl: 218

Mr. Garry Dool -President

HARDWARE MANUFACTURER

~~~~~~

Dart C P Services Limited

101 Benshire Drive
Scarborough, Ont M1H 1M6
Tel: (416)438-2049 Empl: 2

Mr. G.E. Holman -President

CONSULTING

~~~~~~

Data General (Canada) Inc.

2155 Leanne Blvd.
Mississauga, Ont L5K 2K8
Tel: (416)823-7830 Empl: 160

Mr. Kevin Cornell -Nat'l Marketing Mgr.

HARDWARE MANUFACTURER

~~~~~~

DWA Computer Systems Ltd.

577 Somerset Street West
Ottawa, Ont K5R 1H9
Tel: (613)230-8141 Empl: 10

Mr. Don Wallace -President

SOFTWARE DEVELOPMENT

~~~~~~

Daedalian Systems Group

47 Colborne Street, Suite 305
Toronto, Ont M5E 1P8
Tel: (416)862-1401 Empl: 12

Mr. Paul Maasland -Principal

SOFTWARE DEVELOPMENT

~~~~~~

Dash Software Ltd.

3231 Havenwood Drive
Mississauga, Ont L4X 2N2
Tel: (416)624-8343 Empl: 2

Ms. Nancy Tienhaara -Partner

VALUE ADDED RESELLER

~~~~~~

Data Integrity

66 St. Regis Crescent North
Downsview, Ont M3J 1Z3
Tel: (416)638-0111 Empl: 12

Mr. Norm Filicetti -President

DISTRIBUTOR

~~~~~~

Data Kinetics Ltd.

777 Warden Avenue, Suite 5
Toronto, Ont M1L 4C2
Tel: (416)751-6020 Empl: 35

Mr. Doug Lawrence -Branch Manager

MANUFACTURER'S REPRESENTATIVE

Data Methods Inc.

14 Glen Rush Boulevard
Toronto, Ont M5N 2T3
Tel: (416)783-6226 Empl: 7

Mr. Nattan Fichman -President

CONSULTING

Data Terminal Mart

6270 Dorman Road
Mississauga, Ont L4V 1G9
Tel: (416)677-0184 Empl: 22

Mr. Lawrence Polley -President

RETAILER

Data Terminal Mart

1335 Carling Avenue
Ottawa, Ont K1Z 8N8
Tel: (613)729-5196 Empl: 5

Mr. K.A. Narraway -President

RETAILER

Data Trak Inc.

10 Hearst Way Drive
Kanata, Ont K2L 2P4
Tel: (613)591-0840 Empl: 20

Mr. Ben Stevens -President

TURNKEY SYSTEMS

Databyte Computers Inc.

920 Denison Street, Unit 5
Markham, Ont L3R 3K5
Tel: (416)474-0311 Empl: 10

Mr. Rabbani -President

SOFTWARE DEVELOPMENT

Datacap Ltd.

220 Laurier Street West, Suite 600
Ottawa, Ont K1P 5Z9
Tel: (613)238-6363 Empl: 35

Mr. F. Ngoh -Mgr. Professional Services

CONSULTING

Datagram Inc.

7225 Woodbine Avenue, Suite 111
Chelsea Square
Markham, Ont L3R 1A3
Tel: (416)477-5433 Empl: 7

Mr. Peter Craig -Branch Manager

HARDWARE MANUFACTURER

Dataline Inc.

67 Richmond Street West, Suite 700
Toronto, Ont M5H 1Z5
Tel: (416)365-1616 Empl: 130

Mr. George Paradi -Branch Manager

COMPUTER SERVICES

~~~~~~

Datamorphics Ltd.

P.O. Box 820
Stittsville, Ont K0A 3G0
Tel: (613)831-0409 Empl: 2

Mr. Tony Walker -President

CONSULTING

~~~~~~

Datapoint Canada Inc.

4881 Yonge Street, Suite 700
Willowdale, Ont M2N 5X3
Tel: (416)222-8005 Empl: 150

Ms. Barbra McCormick -Marketing

TURNKEY SYSTEMS

~~~~~~

Datascope of Canada Ltd.

491 Brimley Road
Scarborough, Ont M1J 1A4
Tel: (416)264-3221 Empl: 6

Mr. Andre Burns -Vice President

OTHER: RENTING

~~~~~~

Datamex Ltd.

115 Norfinch Drive
Downsview, Ont M3N 1W8
Tel: (416)665-1808 Empl: 41

Mr. Dan Haruni -President

DISTRIBUTOR

~~~~~~

Dataplotting Services Inc.

225 Duncan Mill Road, Suite 200
Don Mills, Ont M3B 3K9
Tel: (416)441-4163 Empl: 20

Mr. George Teed -Sales Manager

COMPUTER SERVICES

~~~~~~

Dataquest Corp.

Toronto Dominion Centre, Suite 2550
P.O. Box 77
Toronto, Ont M5K 1E7
Tel: (416)868-1675 Empl: 2

Mr. R. Bush -Vice President

CONSULTING

~~~~~~

Datasoft Systems

2065 Finch Avenue West, Suite 508
Downsview, Ont M3N 2V7
Tel: (416)746-3225 Empl: 2

Mr. Max Haroon -President

VALUE ADDED RESELLER

~~~~~~

Datatek

1080 Tristar Drive, Unit 1
Mississauga, Ont L5T 1P1
Tel: (416)671-0424 Empl: 8

Mr. L. Crist -President

DISTRIBUTOR

~~~~~~

Datatronic Systems

1262 Don Mills Road, Suite 83
Don Mills, Ont M3B 2W7
Tel: (416)447-2491 Empl: 2

Mr. Ismail -Manager

CONSULTING

~~~~~~

Dav Gro Corp.

226 Esna Park Drive, Unit 2
Markham, Ont L3R 1H3
Tel: (416)656-2055 Empl: 3

Mr. Arthur Richards -Vice President

CONSULTING

~~~~~~

Daylann Software Inc.

39 Robertson Road
Nepean, Ont K2H 8R2
Tel: (613)721-0232 Empl: 35

Mr. Tom Ireson -President

SOFTWARE DEVELOPMENT

~~~~~~

Decima Research Ltd.

1 Eglinton Avenue East, Suite 700
Toronto, Ont M4P 3A1
Tel: (416)483-1724 Empl: 120

Mr. Russ Wilton -Operations VP

OTHER: PUBLIC OPINION POLLING

~~~~~~

Degama Systems

120 Whitmore Street, Unit 20
Woodbridge, Ont L4L 6A5
Tel: (416)856-2522 Empl: 6

Mr. T. De Feo/Mr. T. Greenwood -Owners

SOFTWARE DEVELOPMENT

~~~~~~

Dehan EDP Consulting Ltd.

96 Bradwick Drive
Concord, Ont L4K 1K8
Tel: (416)738-0001 Empl: 25

Mr. Jacob Dehan -President

SOFTWARE DEVELOPMENT

~~~~~~

Richard Deighton Associates Ltd.

1750 Steeles Avenue West, Suite 204
Concord, Ont L4K 2L7
Tel: (416)738-0944 Empl: 5

Mr. Paul S. Hewitt -President

SOFTWARE DEVELOPMENT

~~~~~~

Deloitte Haskins & Sells

99 Bank Street, Suite 630
Ottawa, Ont K1P 6B9
Tel: (613)563-0321 Empl: 1500

Mr. Ross Quane -Manager

OTHER: CHARTERED ACCOUNTANTS & CONSULTANT

~~~~~~

Delta-Sigma Systems Ltd.

95 Barber Greene Road, Suite 204-A
Don Mills, Ont M3C 3E9
Tel: (416)444-3115 Empl: 10

Mr. Demetrius Stavrinos -President

VALUE ADDED RESELLER

~~~~~~

Demac Software Ltd.

1260 Old Innes Road
Ottawa, Ont K1B 3V3
Tel: (613)748-0209 Empl: 14

Mr. William MacSween -President

SOFTWARE DEVELOPMENT

~~~~~~

Demtek Training Systems Ltd.

1565 Carling Avenue, Suite 102
Ottawa, Ont K1Z 8R1
Tel: (613)728-5815 Empl: 9

Ms. Patricia Gilmore -General Mgr. & V

EDUCATION AND TRAINING

~~~~~~

Dennis Plum & Associates

P.O. Box 2334, Square One
Mississauga, Ont L5B 3C8
Tel: (416)848-5636 Empl: 2

Mr. Dennis Plum -President

SOFTWARE DEVELOPMENT

~~~~~~

Descartes Research Group

345 Adelaide Street West, Suite 400
Toronto, Ont M5V 1R5
Tel: (416)593-6277 Empl: 5

Mr. Graeme Allison

RESEARCH AND EXPERIMENTAL DEVELOPMENT

~~~~~~

Descartes-Ram
Division of Descartes Systems Group Inc

440 Phillips Street, Unit 1
Waterloo, Ont N2L 5R9
Tel: (519)742-1081 Empl: 11

Mr. Bryan Smith -President

VALUE ADDED RESELLER

~~~~~~

Desktop Publishing Association

140 Bentley Street, Suite 3
Markham, Ont L3R 3L2
Tel: (416)479-1590 Empl: 2

Mr. Michael Kieran -President

EDUCATION AND TRAINING

~~~~~~

Devry Institute of Technology

2201 Finch Avenue West
Weston, Ont M9M 2Z4
Tel: (416)741-9220 Empl: 75

Mr. R. Charran -President

EDUCATION AND TRAINING

Different Products Ltd.

1007 Earle Crescent
Burlington, Ont L7T 3R1
Tel: (416)639-0387 Empl: 3

Mr. Ron Cirotto -President

SOFTWARE DEVELOPMENT

Dilog Computer Products Canada

3395 American Drive, Unit 1
Mississauga, Ont L4V 1T5
Tel: (416)677-5410 Empl: 30

Mr. Andy Betterton -General Manager

CONSULTING

Disus
Division of T.S.B.

557 Dixon Road, Suite 110
Rexdale, Ont M9W 1H7
Tel: (416)249-2246 Empl: 30

Mr. Eric Goldman -Director of Marketing

SOFTWARE DEVELOPMENT

Dialectic Computer Services

6 Director Court, Suite 202
Woodbridge, Ont L4L 3Z5
Tel: (416)851-8571 Empl: 7

Mr. B. Waloszck -Vice President

COMPUTER SERVICES

Digital Media Networks Inc.

209 Adelaide Street East, Suite 300
Toronto, Ont M5A 1M8
Tel: (416)362-0788 Empl: 30

Mr. Robert Wardrop -President

DISTRIBUTOR

Dinet Consulting Inc.

275 Slater Street, Suite 801
Ottawa, Ont K1P 5H9
Tel: (613)230-6749 Empl: 10

Mr. Maurice Salvador -President

CONSULTING

Diversified Computer Systems

2220 Midland Avenue, Suite 81
Scarborough, Ont M1P 3E6
Tel: (416)293-6657 Empl: 5

Mr. Hooper -President

VALUE ADDED RESELLER

Doane Raymond

40 Sheppard Avenue West, 8th Floor
North York, Ont M2N 6K9
Tel: (416)221-9000 Empl: 200

Mr. Brian Rattenbury -Partner

CONSULTING

~~~~~~

Domtech Systems Group

40 Simpson Avenue
Toronto, Ont M4K 1A2
Tel: (416)469-2322 Empl: 3

Mr. D. Mineccino -President

SOFTWARE DEVELOPMENT

~~~~~~

Domtrak Systems Ltd.

456 Dundas Street
Cambridge, Ont N1R 5R4
Tel: (519)621-3344 Empl: 3

Mr. Ross MacKillop -President

SOFTWARE DEVELOPMENT

~~~~~~

Domus Software Ltd.

303 Waverley Street
Ottawa, Ont K2P 0V9
Tel: (613)230-6285 Empl: 25

Mr. Richard Moxley -President

CONSULTING

~~~~~~

Drake Network Systems

1050 Jayson Court
Mississauga, Ont L4W 2V5
Tel: (416)629-2606 Empl: 21

Mr. James Moffat -General Manager

DISTRIBUTOR

~~~~~~

Dyad Technologies Inc.

3080 Yonge Street, Suite 5070
Toronto, Ont M4N 3N1
Tel: (416)480-1200 Empl: 14

Mr. Al Gerenser -President

VALUE ADDED RESELLER

~~~~~~

Dynagen Systems Ltd.

41 River Road
Streetsville, Ont L5M 1R6
Tel: (416)826-1714 Empl: 3

Mr. Donald W. Johnston -President

SOFTWARE DEVELOPMENT

~~~~~~

E.A.S.Y.

371 Bloor Street West
University of Toronto
Toronto, Ont M5S 2R8
Tel: (416)978-3626 Empl:

Dr. J.W. Fair -President

SOFTWARE DEVELOPMENT

~~~~~~

ECS Power Systems

112 Kent Street, Suite 1500
Place de Ville, Tower B
Ottawa, Ont K1P 5P2
Tel: (613)236-3920 Empl: 42

Mr. T. Jamieson -Computer Applications

OTHER: ENERGY CONVERSION SYSTEMS

E.D.S. of Canada, Ltd.

1615 Dundas Street East
Whitby, Ont L1N 7S6
Tel: (416)644-3248 Empl: 900

Mr. Tom Wojdan

COMPUTER SERVICES

EPS Software Consultants Ltd.

2 Robert Speck Parkway, Suite 1500
Mississauga, Ont L4Z 1H8
Tel: (416)279-2232 Empl: 15

Ms. P.G. Barber -Secretary

RETAILER

Eastern Data Com Systems Ltd.

120 Adelaide Street West, Suite 912
Toronto, Ont M5H 1T1
Tel: (416)360-0678 Empl: 6

Mr. W. St. Arnaud -Vice President

SOFTWARE DEVELOPMENT

EDA Instruments Inc.

4 Thorncliffe Park Drive
Toronto, Ont M4H 1H1
Tel: (416)425-7800 Empl: 95

Mr. Claude Meunier -VP Sales & Marketing

OTHER: INSTRUMENTATION

EMJ Data Systems Ltd.

P.O. Box 1012
Guelph, Ont N1H 6N1
Tel: (519)837-2444 Empl: 63

Mr. Jim Estill -President

DISTRIBUTOR

ESRI Canada Ltd.

44 Upjohn Road
Don Mills, Ont M3B 2W1
Tel: (416)441-6035 Empl:

Mr. A. Miller -President

CONSULTING

Easynet Systems Inc.

4283 Village Centre Court
Mississauga, Ont L4Z 1S2
Tel: (416)273-6410 Empl: 16

Ms. Karen Sanders -General Manager

SOFTWARE DEVELOPMENT

Eaton Business Centre

1 MacKenzie King Bridge
Ottawa Rideau Centre
Ottawa, Ont K1N 9J8
Tel: (613)560-5350 Empl:

Mr. Tom Crook -Area Manager

RETAILER

Ecom Enterprises Ltd.

170 Esna Park Drive, Unit 3
Markham, Ont L3R 1E3
Tel: (416)477-1140 Empl: 12

Mr. Surinder Singh -President

SOFTWARE DEVELOPMENT

Educational Software Products Inc

1263 Bay Street
Toronto, Ont M5R 2C1
Tel: (416)922-0087 Empl: 16

Dr. R. Arn -President

SOFTWARE DEVELOPMENT

Educational Systems Applications

44 Alcina Avenue
Toronto, Ont M6G 2E8
Tel: (416)654-3276 Empl: 1

Mr. Cameron Smith -President

SOFTWARE DEVELOPMENT

Echo Consultants Ltd.

390 Bay Street, Suite 2400
Toronto, Ont M5H 2Y2
Tel: (416)863-0198 Empl: 4

Mr. John Pugh -President

SOFTWARE DEVELOPMENT

Education System Technology Canada I

515 Consumers Road, Suite 505
Willowdale, Ont M2J 4Z2
Tel: (416)499-3782 Empl: 21

Mr. Ian Lovatt -Marketing Manager

SOFTWARE PUBLISHER

Educational Software Products Inc.

2 St. Clair Avenue West
Toronto, Ont M4L 2L1
Tel: (416)922-0087 Empl: 1

Mr. Cam Bramwell -Marketing Manager

SOFTWARE DEVELOPMENT

Eduvision Inc.

409 King Street West, 3rd Floor
Toronto, Ont M5V 1K1
Tel: (416)593-6894 Empl: 1

Ms. Daphne Brehm -President

SOFTWARE DEVELOPMENT

Eidetic Systems Corp.

P.O. Box 13340
Kanata, Ont K2K 1X5
Tel: (613)832-3755 Empl: 2

Mr. E.A. Tromanhauser -President

VALUE ADDED RESELLER

Electralogics

905 Gartshore Street
Fergus, Ont N1M 2W8
Tel: (519)843-6311 Empl: 11

Ms. Shirley Harnell -Vice President

SOFTWARE DEVELOPMENT

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Electro Arts Ltd.

235 Nugget Avenue, Unit 15
Scarborough, Ont M1S 3L3
Tel: (416)293-1147 Empl: 67

Mr. John Warberg -Owner

SOFTWARE DEVELOPMENT

Electrohome Electronics

809 Wellington Street North
Kitchener, Ont N2G 4J6
Tel: (519)744-7111 Empl: 1595

Mr. John Zifku -Personnel & Fin. Analyst

HARDWARE MANUFACTURER

Elipse Ltd.

6 Ava Road
Toronto, Ont M5P 1X9
Tel: (416)483-5200 Empl: 2

Mr. J. Schwartz -President

CONSULTING

Elm Computer Systems Inc.

500 Gordon Baker Road
Willowdale, Ont M2H 3B4
Tel: (416)495-1624 Empl: 5

Mr. William Hogg -President

SOFTWARE DEVELOPMENT

The Elm Street Computer Terminal Inc.

49 Elm Street
Toronto, Ont M5G 1H1
Tel: (416)591-8684 Empl: 7

Mr. Ted Shuster -President

RETAILER

Elrac Computing Ltd.

P.O. Box 359
Newmarket, Ont L3Y 4X7
Tel: (416)477-8192 Empl: 1

Mr. Bill de Carle -President

SOFTWARE DEVELOPMENT

Elsid Software Systems Ltd.

915 Churchill Avenue
Ottawa, Ont K1Z 5H1
Tel: (613)729-7484 Empl: 4

Mr. Bill White -Marketing Manager

SOFTWARE PUBLISHER

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Emler Software Services

89 Hocken Avenue
Toronto, Ont M6G 2K1
Tel: (416)653-4762 Empl:

Mr. Jim Otar -Proprietor

SOFTWARE DEVELOPMENT

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Empress Software Inc.

250 Bloor Street East
Toronto, Ont M4W 1E6
Tel: (416)922-1743 Empl: 41

Mr. John Kornatowski -President

SOFTWARE DEVELOPMENT

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Encourse Learning Centres

220 Laurier Avenue West, Suite 230
Ottawa, Ont K1P 5Z9
Tel: (613)230-3305 Empl: 10

Mr. John Bobak -Chairman of the Board

EDUCATION AND TRAINING

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Enghouse Systems Ltd.

20 Valleywood Drive, Suite 100
Markham, Ont L3R 6G1
Tel: (416)477-1212 Empl: 16

Mr. R. W. Kirby -President

SOFTWARE DEVELOPMENT

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Engineering Interface Ltd.

2 Sheppard Avenue East, Suite 200
Willowdale, Ont M2N 5Y7
Tel: (416)226-6565 Empl: 20

Mr. Tom Tamblyn -President

CONSULTING

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Entre Computer Centre

155 University Avenue, Main Floor
Toronto, Ont M5H 3S7
Tel: (416)863-6873 Empl: 20

Mr. Cal Jones -Manager

RETAILER

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Epson Canada Ltd.

285 Yorkland Blvd.
Willowdale, Ont M2J 1S5
Tel: (416)495-9955 Empl: 210

Mr. Tom Sheppard -Mktg & Product Supp

DISTRIBUTOR

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Ernst & Whinney

2 Sheppard Avenue East, Suite 1100
Willowdale, Ont M2N 5Y7
Tel: (416)224-1930 Empl: 20

Mr. John Crofts -Compu. Facilities Mgr.

OTHER: FINANCIAL ACCOUNTING

Essential Processor Instruments Inc.

P.O. Box 485
Islington, Ont M9A 4X4
Tel: (416)232-1764 Empl:

Mr. Peter Lewis -President

SOFTWARE DEVELOPMENT

Execucom Systems Canada Inc.

155 Gordon Baker Road, Suite 201
Willowdale, Ont M2H 3N5
Tel: (416)494-9994 Empl: 8

Mr. Gary Shanks -Area Manager

SOFTWARE DEVELOPMENT

Executive Financial Planners

102 Dell Park Avenue
Toronto, Ont M6B 2V1
Tel: (416)785-5670 Empl: 1

Mr. Irvin Robson -President

CONSULTING

Espial Productions Ltd.

Box 624, Station K
Toronto, Ont M4P 2H1
Tel: (416)485-8063 Empl: 2

Mr. H. Campbell -General Manager

CONSULTING

Evron Computer Systems Corp.

5 Denison Street
Markham, Ont L3R 1B5
Tel: (416)477-0444 Empl: 20

Mr. Noble -President

SOFTWARE DEVELOPMENT

Execusoft Corp.

P.O. Box 81
Brampton, Ont L6V 2K7
Tel: (416)846-0947 Empl: 2

Mr. Paul Hudyma -President

VALUE ADDED RESELLER

Extel Communications (Canada) Ltd.

121 McPherson Street
Markham, Ont L3R 3L3
Tel: (416)475-1693 Empl: 40

Mr. N.G. Banning -Marketing Director

HARDWARE MANUFACTURER

Exton Software Inc.

1100 Steeles Avenue East
Brampton, Ont L6T 1A1
Tel: (416)457-4510 Empl: 2

Mr. R. E. Ellis -General Manager

DISTRIBUTOR

FRI Corp.

121 Richmond Street West, Suite 500
Toronto, Ont M5H 2K1
Tel: (416)862-8105 Empl: 45

Mr. Ron Reynolds -Vice President

VALUE ADDED RESELLER

Faxtel Information Systems Ltd.

12 Sheppard Street, Suite 500
Toronto, Ont M5H 3A1
Tel: (416)365-1899 Empl: 9

Mr. Jay Wagner -Client Service

VALUE ADDED RESELLER

Filbitron Systems Group Inc.

178 Torbay Road
Markham, Ont L3R 1G6
Tel: (416)477-0450 Empl: 35

Mr. Dave Mapcetti -President

VALUE ADDED RESELLER

Eyretechnics Ltd.

2385 St. Laurent Blvd.
Ottawa, Ont K1G 4J3
Tel: (613)737-2112 Empl: 110

Mr. Arnold Eyre -President

CONSULTING

Mervin G. Faulkner Associates Ltd.

11 Mill Street
Hillsdale, Ont L0L 1V0
Tel: (705)835-3528 Empl: 6

Mr. Mervin G. Faulkner -President

CONSULTING

Fifth Dimension Cad/Cam Systems Inc

200 First Avenue
Ottawa, Ont K1S 2G6
Tel: (613)238-8777 Empl: 15

Mr. Doug Duncan -President

HARDWARE MANUFACTURER

Financial Models Company Inc.

60 Bloor Street West, Suite 306
Toronto, Ont M4W 3B8
Tel: (416)923-4660 Empl: 31

Mr. S. D. Katotakis -Vice President

SOFTWARE DEVELOPMENT

Find Ltd.

41 Horner Avenue, Suite 1
Toronto, Ont M8X 1A2
Tel: (416)259-7661 Empl:

Mr. J.F. Johnstone -Vice President

COMPUTER SERVICES

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First Byte Software

12 Brant Street
Toronto, Ont M5V 2M1
Tel: (416)860-0664 Empl: 2

Ms. Liz Rentzelos -Marketing Manager

SOFTWARE DEVELOPMENT

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First Course Software Inc.

33 Rosehill Drive, Suite 1903
Toronto, Ont M4T 1G4
Tel: (416)598-5438 Empl: 2

Mr. Chris Wallace -Marketing VP

SOFTWARE DEVELOPMENT

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The 500 Selection Services Ottawa Ltd.

116 Albert Street, Suite 804
The Royal Trust Building
Ottawa, Ont K1P 5G3
Tel: (613)237-2888 Empl: 40

Mr. J. Bilodeau -Owner

OTHER: PERSONNEL PLACEMENT

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Firmware Inc.

6979 Yonge Street, Suite 202
Willowdale, Ont M2M 3X9
Tel: (416)733-9945 Empl: 4

Mr. Charles Veaudry -Partner

CONSULTING

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IST Computer Services Company

99 Bank Street
Ottawa, Ont K1P 6G8
Tel: (613)238-7886 Empl: 50

Mr. Ken. J. Dagg -Info. Mgmt. Director

COMPUTER SERVICES

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Ist-Healthcomp Inc.

250 Dundas Street West, Suite 200
Toronto, Ont M5T 2Z5
Tel: (416)598-2500 Empl: 64

Mr. Tom Ekers -President

VALUE ADDED RESELLER

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G.K. Fleming & Associates Ltd.

2 Bloor Street West, Suite 2504
Toronto, Ont M4W 3E2
Tel: (416)323-9191 Empl: 20

Mr. George K. Fleming -President

SOFTWARE DEVELOPMENT

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David Fletcher & Associates

485 Manning Avenue
Toronto, Ont M6G 2V8
Tel: (416)532-5013 Empl: 6

Mr. David Fletcher -President

SOFTWARE DEVELOPMENT

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Formulator Software

73 Richmond Street West, Suite 405
Toronto, Ont M5V 1V9
Tel: (416)283-2973 Empl: 2

Ms. D. Ardell -Director of Mktg. & Sales

SOFTWARE DEVELOPMENT

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Frantek Software Distribution Inc.

1645 Russell Road, Unit 2
Ottawa, Ont K1G 4G5
Tel: (613)523-7272 Empl: 27

Mr. Glen Carswell -Sales Manager

DISTRIBUTOR

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Fulcrum Technologies Inc.

560 Rochester Street
Ottawa, Ont K1S 5K2
Tel: (613)238-1761 Empl: 25

Mr. Ken Leese

SOFTWARE DEVELOPMENT

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Martin Ford Intersystems Ltd.

P.O Box 595
Don Mills, Ont M3C 2T6
Tel: (416)446-1069 Empl: 2

Ms. Karen Willis -Mktg. Director

SOFTWARE DEVELOPMENT

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Foster McLean & Brown Administration

2356 Brookhurst Road
Mississauga, Ont L5J 1R2
Tel: (416)822-7949 Empl: 2

Mr. Jack Foster -President

SOFTWARE DEVELOPMENT

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Fuimus Corp.

577A Mount Pleasant Road
Toronto, Ont M4S 2M5
Tel: (416)484-4876 Empl: 1

Mr. Robert Bruce -President

SOFTWARE DEVELOPMENT

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Futuretron Computers Centre

114 Richmond Street East, Suite 105
Toronto, Ont M5L 1P1
Tel: (416)868-1808 Empl: 3

Mr. Ron Wong -President

RETAILER

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GEAC Canada Ltd.

350 Steelcase Road West
Markham, Ont L3R 1B3
Tel: (416)475-0525 Empl: 370

Dr. Neilson Mackay -President

TURNKEY SYSTEMS

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G-Plus Computer Products Inc.

2000 Thurston Drive, Suite 11
Ottawa, Ont K1G 4K7
Tel: (613)738-5303 Empl: 80

Mr. Russ Hall -Sales Manager

HARDWARE MANUFACTURER

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Gandalf Technologies Inc.

177 Colonnade Road
Nepean, Ont K2E 7J4
Tel: (613)226-5400 Empl: 425

Ms. Maureen Kelly -Director of MIS

OTHER: DATA COMMUNICATIONS

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Geminaq Systems Ltd.

10 Gateway Blvd., Suite 450
Don Mills, Ont M3C 3A1
Tel: (416)422-4228 Empl: 5

Mr. Ian D. Munro -President

SOFTWARE DEVELOPMENT

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G.L.A. Computer Systems

5 Fairview Mall Drive, Suite 370
Willowdale, Ont M2J 2Z1
Tel: (416)495-1011 Empl: 11

Mr. Ed Lukaweski -Principal

VALUE ADDED RESELLER

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Gamet Consultants Inc.

260 Hearst Way
Kanata, Ont K2L 3H1
Tel: (613)592-7537 Empl: 3

Mr. Bruce MacDonald -President

CONSULTING

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Gellman Hayward & Partners Ltd.

33 Yonge Street, 8th Floor
Toronto, Ont M5E 1G4
Tel: (416)862-0430 Empl: 90

Mr. Bob Hopkins -Partner

CONSULTING

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Gemini Education Group Inc.

1262 Don Mills Road, Unit 87
Don Mills, Ont M3B 2W7
Tel: (416)444-6252 Empl: 3

Mr. Ronald Jhu -President

SOFTWARE DEVELOPMENT

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Genamation Inc.

351 Steelcase Road West
Markham, Ont L3R 3W1
Tel: (416)475-9434 Empl: 40

Mr. Bob Pritchard -President

DISTRIBUTOR

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Genex Technology Group

224 King Street West
Hamilton, Ont L8P 1A9
Tel: (416)527-2191 Empl: 25

Mr. Terry Stanhope -President

SOFTWARE DEVELOPMENT

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German & Milne Inc.

112 Kent Street, Suite 1500
Place de Ville, Tower B
Ottawa, Ont K1P 5P2
Tel: (613)236-3920 Empl: 15

Mr. T. Jamieson -Computer Appl. Manager

OTHER: SHIP DESIGNERS

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Globe Modern Curriculum Press

3771 Victoria Park
Scarborough, Ont M1W 2P9
Tel: (416)497-4699 Empl: 25

Mr. Stanley Starkman -President

OTHER: PUBLISHING

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Genesys Software Systems of Canada

141 Adelaide Street West, Suite 1506
Toronto, Ont M5H 3L5
Tel: (416)367-1038 Empl: 2

Mr. Geoff Davenport -President

SOFTWARE DEVELOPMENT

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Geovision Corp.

1600 Carling Avenue, Suite 350
Ottawa, Ont K1Z 8R7
Tel: (613)722-9518 Empl: 90

Mr. Douglas Seaborn -President

SOFTWARE DEVELOPMENT

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B.J. Giles & Associates Ltd.

301 Moodie Drive, Suite 208
Nepean, Ont K2H 9C4
Tel: (613)829-9945 Empl: 4

Mr. Brian J. Giles -President

SOFTWARE DEVELOPMENT

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Globe-Tek Systems Ltd.

295 The West Mall, Suite 406
Etobicoke, Ont M9C 4Z4
Tel: (416)622-0444 Empl: 11

Mr. R. Brack -General Manager

SOFTWARE DEVELOPMENT

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Goal Systems Canada Ltd.

47 Carrington Drive
Richmond Hill, Ont L4C 8A5
Tel: (416)883-0355 Empl: 1

Mr. Paul Servau -Operations Manager

DISTRIBUTOR

Gold Disk Inc.

2171 Dunwin Drive, Unit 13
Mississauga, Ont L5L 1X2
Tel: (416)828-0913 Empl: 9

Mr. Alexander Peace

SOFTWARE PUBLISHER

Gold Value Software Inc.

75 The Donway West, Suite 1002
Don Mills, Ont M3C 2E9
Tel: (416)444-0848 Empl: 1

Mr. G. Goldman -President

SOFTWARE DEVELOPMENT

Golden Maple Leaf Computer Systems Ltd.

345 Adelaide Street West
Toronto, Ont M5V 1R5
Tel: (416)593-6280 Empl: 3

Mr. Richard Smith -Computer Programmer

VALUE ADDED RESELLER

Gordian Computer Solutions

50 Dutch Myrtleway
Don Mills, Ont M3B 3K8
Tel: (416)449-9257 Empl: 1

Mr. Gary Archibald -President

SOFTWARE DEVELOPMENT

John Gorham Consultants Ltd.

69 Rowanwood Avenue
Toronto, Ont M4W 1Y8
Tel: (416)923-1042 Empl: 1

Mr. John Gorham -President

SOFTWARE DEVELOPMENT

Goss, Gilroy & Associates Ltd.

222 Queen Street, Suite 400
Ottawa, Ont K1P 5V9
Tel: (613)230-5577 Empl: 13

Mr. Alex Turnbull -Principal

CONSULTING

G.M. Graham & Co. Ltd.

1164 Ellesmere Road
Scarborough, Ont M1P 2X4
Tel: (416)291-3785 Empl: 60

Mr. George Graham -President

OTHER: MANUFACTURING LOOSE-LEAF BINDERS

Greenfield's Computer Services

146 Colonnade Road
Nepean, Ont K2E 7J5
Tel: (613)727-1481 Empl: 2

Mr. Graham -President

CONSULTING

Grolier Ltd.

16 Overlea Blvd
Toronto, Ont M4H 1A6
Tel: (416)425-1924 Empl: 120

Mr. Chris Short -Marketing Manager

SOFTWARE PUBLISHER

Guelph Central Computer Service

350 Speedvale Avenue West, Unit 7
Guelph, Ont M1H 7M7
Tel: (519)824-8225 Empl: 2

Mr. Brian Livingstone -Manager

RETAILER

HCR Corp.

130 Bloor Street West, 10th Floor
Toronto, Ont M5S 1N5
Tel: (416)922-1937 Empl: 50

Mr. Brian A. Eisenberg -Vice President

SOFTWARE DEVELOPMENT

Grid Systems Canada Inc.

1 Concorde Place, 2nd Floor
Don Mills, Ont M3C 3K2
Tel: (416)446-1555 Empl: 12

Mr. Bryan Moir

HARDWARE MANUFACTURER

Group Delta International

2301 St. Laurent Blvd.
Ottawa, Ont K1G 4J7
Tel: (613)521-0348 Empl: 20

Mr. Brent Cameron

CONSULTING

Gutenburg Software Ltd.

47 Lewiston Road
Scarborough, Ont M1P 1X8
Tel: (416)757-3320 Empl: 1

Mr. John Wagner -President

SOFTWARE DEVELOPMENT

HDS Harris Donovan Systems Ltd.

2161 Yonge Street
Toronto, Ont M4S 3A6
Tel: (416)487-2111 Empl: 17

Mr. Bob Harris -President

SOFTWARE DEVELOPMENT

H G Engineering Ltd.

400 Carlingview Drive
Etobicoke, Ont M9W 6M8
Tel: (416)674-8505 Empl: 30

Mr. Harvey Griggs -President

CONSULTING

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Hal-Nor Computers

16 Colborne Street North
Simcoe, Ont N3Y 3P9
Tel: (519)426-5020 Empl: 2

Mrs. Steele -President

RETAILER

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Hamax Data Systems

1262 Don Mills Road, Unit 60
Don Mills, Ont M3B 2W7
Tel: (416)447-5587 Empl: 8

Mr. Don Springer -President

RETAILER

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R. Hanson & Associates Ltd.

54 Pottruff Road North
Hamilton, Ont L8H 2M1
Tel: (416)560-6249 Empl: 3

Mr. Ray Hanson -President

VALUE ADDED RESELLER

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HST Information Systems Ltd.

430 Gilmour Street
Ottawa, Ont K2P 0R8
Tel: (613)236-7303 Empl: 30

Mr. Norman Sharpe -Marketing Director

CONSULTING

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Grant Hallman Associates Ltd.

100 Steelcase Road East, Suite 203
Markham, Ont L3R 1E8
Tel: (416)477-7744 Empl: 1

Mr. Grant Hallman -President

CONSULTING

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Hamilton Avnet International Canada Ltd

6845 Rexwood Road, Units 3-5
Mississauga, Ont L4V 1R2
Tel: (416)677-7432 Empl: 300

Mr. Ron Allan -Vice President

DISTRIBUTOR

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Harmony Computer Supplies

153 St. Lawrence Street
Merrickville, Ont K0T 1N0
Tel: (613)269-4795 Empl: 2

Mr. Hellam -President

DISTRIBUTOR

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Harris Systems Ltd.

19 Lesmill Road
Don Mills, Ont M3B 2T3
Tel: (416)441-2400 Empl: 120

Mr. Bruce Sinclair -President

MANUFACTURER'S REPRESENTATIVE

Hartronix Ltd.

1750 Steeles Avenue West, Suite 221
Concord, Ont L4K 2L7
Tel: (416)738-4508 Empl: 4

Mr. Isaac Rapoport -President

SOFTWARE DEVELOPMENT

Has Ware Inc.

P.O. Box 315
Orleans, Ont K1C 1S7
Tel: (613)837-1514 Empl:

Mr. Mike Kelly -President

SOFTWARE DEVELOPMENT

Heath Company
Division of Zenith Radio

1478 Dundas Street East
Mississauga, Ont L4X 2R7
Tel: (416)277-3191 Empl: 25

Mr. Bill Hobson -Manager

RETAILER

The Harrow Group Ltd.

3 Church Street, 4th Floor
Toronto, Ont M5E 1M2
Tel: (416)367-0600 Empl: 12

Mr. Ken Dunmow -President

VALUE ADDED RESELLER

Hartt & Page Ltd.

1753 Bank Street
Ottawa, Ont K1V 7Z4
Tel: (613)733-0001 Empl: 70

Mr. Gordon Rogers -President

CONSULTING

Healthtrac Inc.

5407 Eglington Avenue West, Suite 105
Toronto, Ont M9C 5K4
Tel: (416)269-5381 Empl: 12

Mr. Balcom -President

SOFTWARE DEVELOPMENT

Helicon Systems

142 Byng Avenue
Willowdale, Ont M2N 4K7
Tel: (416)733-1765 Empl: 2

Mr. John Free -President

SOFTWARE DEVELOPMENT

Hewlett-Packard (Canada) Ltd.
Application Engineering Organization

6877 Goreway Drive
Mississauga, Ont L4V 1M8
Tel: (416)678-9430 Empl: 120

Mr. Bob Reynolds -Area Support Manager

OTHER: MANUFACTURING ELECTRONICS PRODUCTS

High Line Data Systems Inc.

716 Gordon Baker Road, Suite 100
North York, Ont M2H 3B4
Tel: (416)494-2504 Empl: 26

Ms. Linda Woolley -President

SOFTWARE DEVELOPMENT

Holt Software Associates Inc.

203 College Street, Suite 305
Toronto, Ont M5T 1P9
Tel: (416)978-6985 Empl: 3

Ms. Chris Stephenson -Distribution Mgr.

DISTRIBUTOR

Honeywell Bull Ltd.

155 Gordon Baker Road
Willowdale, Ont M2H 3N7
Tel: (416)499-6111 Empl: 160

Mr. C.A. Burns -Marketing Director

SYSTEMS INTEGRATORS

James F. Hickling Management Consultant

50 Prince Arthur Avenue, Suite 104
Toronto, Ont M5R 1B5
Tel: (416)928-2820 Empl: 42

Mr. James F. Hickling -President

CONSULTING

Hofstetter Business Products Ltd.

10 Vulcan Street
Rexdale, Ont M9W 1L2
Tel: (416)243-1700 Empl: 36

Mr. Mark A. Hofstetter -Vice President

RETAILER

Holus Systems Solutions Inc.

3 Church Street, Suite 600
Toronto, Ont M5E 1M2
Tel: (416)864-0982 Empl: 6

Mr. M. Newton

VALUE ADDED RESELLER

Howard Honickman and Associates Ltd.

185 Renfrew Blvd.
Markham, Ont L3R 6G3
Tel: (416)475-0402 Empl: 14

Mr. Howard Honickman -President

CONSULTING

Horler Information Inc.

116 Albert Street, Suite 704
Ottawa, Ont K1P 5G3
Tel: (613)594-5155 Empl: 4

Mr. David Horler -President

SOFTWARE DEVELOPMENT

Houghton Mifflin Canada Ltd.

150 Steelcase Road West
Markham, Ont L3R 1B2
Tel: (416)475-1755 Empl: 40

Ms. Gail Copeland -Prod. Coordinator

EDUCATION AND TRAINING

Kerry T. Howe Ltd.

98 Church Street
P.O. Box 460
St. Catharines, Ont L2R 1B2
Tel: (416)688-6550 Empl: 12

Mr. Braden Howe -Business Manager

CONSULTING

Hugh MacMillan Medical Centre
Microcomputer Applications Program

350 Rumsey Road
Toronto, Ont M4G 1R8
Tel: (416)425-6220 Empl: 3

Ms. Kathy Lee -Director

OTHER: DESIGN OF AIDS FOR HANDICAPPED

Human Computing Resources Corp.

130 Bloor Street West, 10th Floor
Toronto, Ont M5S 1N5
Tel: (416)922-1937 Empl: 50

Mr. R. Sniderman -Software Dvlp. VP

SOFTWARE DEVELOPMENT

Hunter & Associates

2695 North Sheridan Way
Mississauga, Ont L5K 2N6
Tel: (416)855-2323 Empl: 20

Mr. Gary Hunter

SOFTWARE DEVELOPMENT

Hutchinson Smiley Ltd.

10 St. Mary Street, Suite 604
Toronto, Ont M4Y 1P9
Tel: (416)967-6654 Empl: 40

Mr. Robert W. Sydia Sr.

CONSULTING

William G. Hutchison & Company Ltd.

2025 Sheppard Avenue East, Suite 4415
Willowdale, Ont M2J 1V7
Tel: (416)498-5344 Empl: 10

Mr. William G. Hutchison -President

CONSULTING

I B I Group

240 Richmond Street West, 5th Floor
Toronto, Ont M5V 1W1
Tel: (416)596-1930 Empl: 160

Mr. Rob McDougall -President

CONSULTING

ICL Computers Canada Ltd.

18 Champlain Blvd.
Downsview, Ont M3H 2Z1
Tel: (416)635-0110 Empl: 75

Ms. Connie Festa -Sales Manager

MANUFACTURER'S REPRESENTATIVE

IDON Corp.

875 Carling Avenue, 2nd Floor
PO Box 3728, Station C
Ottawa, Ont K1Y 4J8
Tel: (613)722-8101 Empl: 8

Mr. Herbert G. Bown -President

RESEARCH AND EXPERIMENTAL DEVELOPMENT

I S C International Systems Consultants

615 Yonge Street, Suite 500
Toronto, Ont M4Y 2T4
Tel: (416)963-9700 Empl: 12

Mr. Ian McKellar -Senior Partner

SOFTWARE DEVELOPMENT

IBM Canada Ltd.

3500 Steeles Avenue East
Markham, Ont L3R 2Z1
Tel: (416)474-2111 Empl: 8515

Mr. P. Broadmore -Public Affairs

HARDWARE MANUFACTURER

IDL Integrated Data Ltd.

346 Waverley Street
Ottawa, Ont K2P 0W5
Tel: (613)594-5435 Empl: 10

Mr. Stepen P. McCarthy -President

CONSULTING

IMCP Inc.

96 Windhill Crescent
Weston, Ont M9M 1Y4
Tel: (416)746-0327 Empl: 5

Mr. Dave Flude

VALUE ADDED RESELLER

I.S.D. Marketing

2651 John Street, Unit 3
Markham, Ont L3R 2W5
Tel: (416)479-1990 Empl: 9

Mr. Geoff Earle -Sales & Marketing VP

SOFTWARE DEVELOPMENT

I.S.G. Technologies Inc.

3030 Orlando Drive
Mississauga, Ont L4V 1S8
Tel: (416)672-2100 Empl: 40

Mr. John Huxley -Secretary Treasurer

SOFTWARE DEVELOPMENT

Image Communications

274 Sprucewood Court
Toronto, Ont M1W 1P8
Tel: (416)756-3322 Empl: 1

Mr. Mark Griebling -CEO

SOFTWARE DEVELOPMENT

Imago

1750 Courtwood Crescent, Suite 300
Ottawa, Ont K2C 2B5
Tel: (613)226-7890 Empl: 12

Mr. Roy Ball -President

SOFTWARE DEVELOPMENT

Independent Learning Center

909 Yonge Street
Toronto, Ont M4W 3G2
Tel: (416)965-4587 Empl: 97

Mr. Bruce F. Ahrens -Director

EDUCATION AND TRAINING

Image Base Videotex Design Inc.

1011 Pape Avenue, Suite 2
Toronto, Ont M4K 3V9
Tel: (416)421-1958 Empl: 3

Mr. Neil Black -President

SOFTWARE DEVELOPMENT

Imaging Research Inc.

600 Glenridge Avenue
c/o Brock University
St Catharines, Ont L2S 3A1
Tel: (416)646-1033 Empl: 6

Ms. Helen Staal -General Manager

SOFTWARE DEVELOPMENT

Impacts Management Inc.

314 MacKay Street
Ottawa, Ont K1M 2B7
Tel: (613)232-5622 Empl: 8

Mr. Jim Donnelly -President

CONSULTING

Indisy
Division of Crowntek Inc.

249 Tempo Avenue
Willowdale, Ont M2H 2R9
Tel: (416)499-1012 Empl: 34

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SOFTWARE DEVELOPMENT

Inference Canada Inc.

5915 Airport Road, Suite 200
Mississauga, Ont L4V 1T0
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Tel: (613)591-0762 Empl: 15

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HARDWARE MANUFACTURER

Infodata Ltd.

5 Sultan Street
Toronto, Ont M5S 1M6
Tel: (416)967-5161 Empl: 5

Mr. Jack Gow -Vice President

VALUE ADDED RESELLER

Infomart

164 Merton Street
Toronto, Ont M4S 3A8
Tel: (416)489-6640 Empl: 70

Mr. Jerry Bloxam -President

COMPUTER SERVICES

Info Globe

444 Front Street West
Toronto, Ont M5V 2S9
Tel: (416)585-5250 Empl: 50

Ms. B. Hyland -Elec. Publishing Dir.

COMPUTER SERVICES

Infocentre Ltd.

7420 Airport Road, Suite 201
Mississauga, Ont L4T 4E5
Tel: (416)678-1841 Empl: 44

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Tel: (416)961-9679 Empl: 1

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CONSULTING

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SOFTWARE DEVELOPMENT

Informatics Education Ltd.

329 Lakeshore Road East, Suite 205
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EDUCATION AND TRAINING

Information Systems Development Centre

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SOFTWARE DEVELOPMENT

Informetrica Ltd.

130 Slater Street, 11th Floor
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CONSULTING

Innis Technology Inc.

17 Homeland Court
Brampton, Ont L6S 1R8
Tel: (416)793-2610 Empl: 3

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CONSULTING

Information Management Software Inc.

676 Monarch Avenue, Unit 6
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Tel: (416)427-9742 Empl: 6

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SOFTWARE DEVELOPMENT

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OTHER: TRADE ASSOCIATION

Ingram Software

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Tel: (416)738-1700 Empl: 63

Mr. Michael Anthony -President

DISTRIBUTOR

Innovation Foundation

203 College Street, Suite 205
Toronto, Ont M5R 5T9
Tel: (416)978-5117 Empl: 7

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OTHER: INVENTION AND SOFTWARE LICENSI

Innovative Technology Inc.

2710 Lancaster Road, Suite 101
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SOFTWARE DEVELOPMENT

Integrated Computer Systems

38 Antares Drive, Suite 100
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Tel: (613)267-7014 Empl:

Ms. Sue Lankford -Customer Service Mgr.

EDUCATION AND TRAINING

Intel Semiconductor of Canada Ltd.

190 Attwell Drive, Suite 500
Rexdale, Ont M9W 6H8
Tel: (416)675-2105 Empl: 1200

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SOFTWARE DEVELOPMENT

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Tel: (613)236-7803 Empl: 23

Mr. J. Ouimet -Engineering Director

SOFTWARE DEVELOPMENT

Insta-Systems Inc.

441 Elgin Street
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Tel: (613)594-3803 Empl:

Mr. Peter Crozier -President

SOFTWARE DEVELOPMENT

Integrated Micro Systems

P.O Box 167
Norval, Ont L0P 1K0
Tel: (416)454-8544 Empl: 2

Mr. Bill King

SOFTWARE DEVELOPMENT

Intelligent Access Microware

193 Cooper Street
London, Ont N6A 2C5
Tel: (519)661-3061 Empl: 3

Mr. Kirk Reiser -Owner

SOFTWARE DEVELOPMENT

Intera Technologies Ltd.

1525 Carling Avenue, Suite 600
Ottawa, Ont K1Z 8R9
Tel: (613)728-6111 Empl: 65

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OTHER: REMOTE SENSING

Interactive Image Technologies Inc.

49 Bathurst Street, Suite 401
Toronto, Ont M5V 2P2
Tel: (416)361-0333 Empl: 15

Mr. Joseph Koenig -President

SOFTWARE DEVELOPMENT

Interactive Systems Corporation

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DISTRIBUTOR

Interface Business Computer Systems

598 Charlotte Street
Peterborough, Ont K9J 2W6
Tel: (705)742-2170 Empl: 5

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SOFTWARE DEVELOPMENT

Interfax Systems Inc.

45 Voyager Court North
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Mr. Kim Etherington -President

RETAILER

Intergraph Systems Ltd.

2580 Matheson Blvd. East
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Tel: (416)625-2081 Empl: 125

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SOFTWARE DEVELOPMENT

International Datacasting Corp.

2650 Queen's View Drive
Ottawa, Ont K2B 8H6
Tel: (613)596-4120 Empl: 75

Mr. James Storm -President

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Intersystems

P.O. Box 595
Don Mills, Ont M3C 2T6
Tel: (416)446-1069 Empl:

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249 McLeod Street
Ottawa, Ont K2P 1A1
Tel: (613)563-1200 Empl: 25

Mr. A. Capitani -Partner

CONSULTING

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Ironwood Computer Systems

1331 Crestlawn Drive, Unit D
Mississauga, Ont L4W 2P9
Tel: (416)624-0235 Empl: 10

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SOFTWARE DEVELOPMENT

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Isumataq Inc.

310 Main Street East, Suite 102
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51 Norn Crescent
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Tel: (416)471-8382 Empl: 2

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Rexdale, Ont M9W IM3
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Hamilton, Ont L9J 1H2
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120 9th Street East
P.O. Box 422
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Jae Lawton Software

1392 Micmac Street
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SOFTWARE DEVELOPMENT

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Jatel Communications Systems Ltd.

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235 Yorkland Blvd., Suite 101
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Jedron Software Inc.

1041 McNicoll Avenue
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Willowdale, Ont M2J 4Y8
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K & H Computer Systems (Canada) Ltd.

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KAM Computer Applications Inc.

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SOFTWARE DEVELOPMENT

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124 Merton Street, 3rd Floor
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5233 Dundas Street West, Suite 207
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2700 Regina Street
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Tel: (613)726-6565 Empl: 5

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Kubas Consultants

One St. Clair Avenue West, Suite 1100
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55 St. Clair Avenue West, Suite 130
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RR #2
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Tel: (519)264-1833 Empl:

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LGS Data Processing Consultants Inc.

2001 Sheppard Avenue East, Suite 300
North York, Ont M2J 4Z8
Tel: (416)492-3003 Empl: 70

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CONSULTING

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LGS Data Processing Consulting Inc.

50 O'Connor Street, Suite 924
Ottawa, Ont K1P 6L2
Tel: (613)234-9089 Empl: 120

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Markham, Ont L3R 1G7
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Laser Friendly Inc.

156 Shorting Road
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Latham-Schell & Associates

200 Balliol Street, Suite 602
Toronto, Ont M4S 1C5
Tel: (416)346-7336 Empl: 1

Mr. J. Latham -Partner

CONSULTING

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O.P. Lavin & Associates

P.O. Box 296, Station A
Kingston, Ont K7M 6R2
Tel: (613)389-6257 Empl: 1

Mr. Owen Lavin -President

SOFTWARE DEVELOPMENT

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Lederman & Associates Ltd.

234 Eglinton Avenue East, Suite 402
Toronto, Ont M4P 1K5
Tel: (416)482-6618 Empl: 4

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Leeds & Northrop Canada
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1344 Fewster Drive
Mississauga, Ont L4W 1A4
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HARDWARE MANUFACTURER

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Laventhol & Horwath

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Toronto, Ont M5H 3V7
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CONSULTING

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Learningcore Inc.

9 Sultan Street, 3rd Floor
Toronto, Ont M5S 1L6
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SOFTWARE DEVELOPMENT

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207 Queen's Quay West, Suite 810
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Tel: (416)868-6550 Empl: 7

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Legal Systems Ltd.

10350 Yonge Street, Suite 305
Richmond Hill, Ont L4C 5K9
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Mr. Jay Chauhan -President

SOFTWARE DEVELOPMENT

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Tel: (416)863-6906 Empl: 30

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SYSTEMS INTEGRATORS

Leigh Instruments Ltd.

260 Hearst Way, Suite 500
Kanata, Ont K2L 3H1
Tel: (613)591-3220 Empl: 750

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HARDWARE MANUFACTURER

Leman Group Inc.

131 Bloor Street West, Suite 521
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CONSULTING

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CONSULTING

Lessonware Services Inc.

122 St. Patrick Street, Suite 209
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Letraset Canada

555 Alden Road
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SOFTWARE DEVELOPMENT

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CONSULTING

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Waterloo, Ont N2L 3L3
Tel: (519)746-4460 Empl: 17

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SOFTWARE DEVELOPMENT

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Litton Systems Canada Ltd.

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Etobicoke, Ont M9W 5A7
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Link Technologies

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CONSULTING

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CONSULTING

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Logicus Inc.

P.O. Box 277
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Tel: (416)859-4287 Empl: 6

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SOFTWARE DEVELOPMENT

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Logiko Inc.

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CONSULTING

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124 King Street North
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SOFTWARE DEVELOPMENT

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Lotus Development Corporation

200 King Street West, Suite 1712
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SOFTWARE DEVELOPMENT

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Logicware Inc.

5915 Airport Road, Suite 200
Mississauga, Ont L4V 1T1
Tel: (416)672-0300 Empl: 9

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Longiquest Inc.

500 Alden Road, Suite 203
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Lumonics Software Ltd.

105 Schneider Road
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M A I Canada Ltd.

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55A Port Street, Suite 1
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MDS (Canada) Ltd.

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Markham, Ont L3R 1E3
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62 Wellesley Street West, Suite 203
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Mr. Len Turner -Director

SOFTWARE DEVELOPMENT

M-Four Computer Systems

7 Feagan Drive
Scarborough, Ont M1C 3B6
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Ms. Stacey Murl -President

CONSULTING

M I S Consultants

20 Holly Street, Suite 209
Toronto, Ont M4S 3B1
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Mr. Eric Winters -President

SOFTWARE DEVELOPMENT

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M R S Company Ltd.

2465 Cawthra Road, Main Floor Offices
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SOFTWARE DEVELOPMENT

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SOFTWARE DEVELOPMENT

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SOFTWARE DEVELOPMENT

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MSH & Associates

19 Chipwood Crescent
Willowdale, Ont M2J 3X6
Tel: (416)491-1639 Empl: 1

Mr. Hall -Senior Consultant

CONSULTING

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167 Denison Street
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Mr. Hartley Harris -President

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Tel: (613)384-5959 Empl: 3

Mr. George M. Biro -President

SOFTWARE DEVELOPMENT

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MANUFACTURER'S REPRESENTATIVE

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CONSULTING

Mantle Associates Ltd.

5 Harlowe Crescent
Nepean, Ont H0H 5M9
Tel: (613)828-7227 Empl: 10

Mr. Bill Mantle -Consultant

CONSULTING

Maple City Office Equipment

P.O Box 1450
Chatham, Ont N7M 5W8
Tel: (519)352-2940 Empl: 6

Mr. Kieth Koke -President

RETAILER

Mapsys Inc.

2619 Don Street
Ottawa, Ont K2B 6Y2
Tel: (613)722-9272 Empl: 4

Ms. Marta Pojar -President

SOFTWARE DEVELOPMENT

Marsden Program & Design Inc.

2672 Los Palmas Court
Mississauga, Ont L59 2G7
Tel: (416)826-9464 Empl: 1

Mr. Stuart Marsden -President

VALUE ADDED RESELLER

Mastercom

39 Reid Manor
Toronto, Ont M8Y 2H9
Tel: (416)236-1493 Empl: 1

Mr. Roger Dawson -President

SOFTWARE DEVELOPMENT

Maple Software Ltd.

38 Inniswood Drive
Scarborough, Ont M1R 1E5
Tel: (416)757-1729 Empl: 1

Mr. Murray MacKenzie -President

SOFTWARE DEVELOPMENT

Markham Technologies Inc.

350 Bay Street, Suite 902
Toronto, Ont M5H 2S6
Tel: (416)362-0362 Empl: 8

Mr. Dennis Gale -Manager

RETAILER

Marshall Macklin Monaghan Ltd.
MMM Consulting

275 Duncan Mill Road, Suite 100
Don Mills, Ont M3B 2Y1
Tel: (416)449-2500 Empl: 475

Mr. J.G. Gibbons -Processing Manager

CONSULTING

Michael Mather Consulting Inc.

1033 Bay Street, Suite 309
Toronto, Ont M5S 2A4
Tel: (416)924-8001 Empl: 2

Mr. Michael Mather -President

SOFTWARE DEVELOPMENT

Matrix Consulting Ltd.

12 Sunbeam Avenue
Downsview, Ont M3H 1W7
Tel: (416)635-9336 Empl: 10

Mr. Marcus

CONSULTING

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Matrix Interactive Systems Corp.

180 Riviera Drive
Markham, Ont L3R 5J6
Tel: (416)499-6660 Empl: 3

Mr. Peter Slisarento -Manager

OTHER: DEALERS FOR HARDWARE, SOFTWA

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Matrix Software

11 Wincott Drive, Suite 1908
Etobicoke, Ont M9R 2R9
Tel: (416)243-9305 Empl: 1

Mr. Carl Anders -President

SOFTWARE DEVELOPMENT

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Walter Maves & Associates Ltd.

895 Don Mills, Suite 500
Don Mills, Ont M3C 1W3
Tel: (416)443-1405 Empl: 90

Mr. Walter Maves -President

SOFTWARE DEVELOPMENT

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Maxima Computer Task Group

150 King Street West, Suite 1515
Toronto, Ont M5H 1J9
Tel: (416)997-0386 Empl: 100

Mr. Bob T. Pridding -District Manager

CONSULTING

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McCormack & Dodge Systems Canada Ltd

7100 Woodbine Avenue, Suite 400
Markham, Ont L3R 5J2
Tel: (416)477-9680 Empl: 35

Ms. Janice Moyer -General Manager

DISTRIBUTOR

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McDonnell Douglas Info Systems Can. Inc

4211 Yonge Street, Suite 230
Toronto, Ont M2P 2A9
Tel: (416)229-4444 Empl: 50

Mr. John White -President

HARDWARE MANUFACTURER

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McIntyre Rowan Inc.

415 Yonge Street, Suite 1101
Toronto, Ont M5B 2E7
Tel: (416)598-8838 Empl: 6

Mr. W.K. McIntyre -Partner

OTHER: PERSONNEL PLACEMENT

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McKenzie Brown Canada Inc.

267 Richmond Street West
Toronto, Ont M5V 1W9
Tel: (416)593-6880 Empl: 15

Mr. Roy Becket -Manager

DISTRIBUTOR

Jack McPherson

RR 3
Durham, Ont N0G 1R0
Tel: (519)369-2981 Empl:

Mr. Jack McPherson -Owner

SOFTWARE DEVELOPMENT

Medco Data Systems Ltd.

200 Steelcase Road East, Unit 6
Markham, Ont L3R 1G2
Tel: (416)492-0497 Empl:

Mr. Tom Connors -Manager

SOFTWARE DEVELOPMENT

Medicus Canada Inc.

161 Eglinton Avenue East, Suite 704
Toronto, Ont M4P 1J5
Tel: (416)487-2101 Empl: 15

Mr. Mark Hundert -President

CONSULTING

R. L. McPherson Associates Inc.

169 Old Surrey Lane
Richmond Hill, Ont L4G 6S1
Tel: (416)731-0438 Empl: 1

Mr. R. McPherson -President

VALUE ADDED RESELLER

Mead Educational Ltd.

66 Portland Street
Toronto, Ont M5V 2M8
Tel: (416)366-0903 Empl: 10

Mr. Victor Levin -President

SOFTWARE PUBLISHER

Medgate Inc.

5407 Eglinton Avenue West, Suite 105
Etobicoke, Ont M4C 1T3
Tel: (416)620-7055 Empl: 6

Mr. Sharat Munjal -President

CONSULTING

Medirex Systems Ltd.

P.O. Box 40, Station F
Toronto, Ont M4Y 2L4
Tel: (416)363-9313 Empl: 25

Mr. Kenneth P. Caskenette -President

CONSULTING

Medisoft Inc.

600 Sherbourne Street, Suite 611
Toronto, Ont M4X 1W4
Tel: (416)923-7467 Empl:

Dr. M.C. Dobbin -President

SOFTWARE DEVELOPMENT

Megamation Systems Inc.

116 Thomas Street
Oakville, Ont L6J 3A8
Tel: (416)844-9947 Empl: 8

Mr. Don Kall -Marketing Manager

SOFTWARE DEVELOPMENT

Megatronix Corp.

3640 Weston Road, Units 1-2
Weston, Ont M9L 1W2
Tel: (416)742-8015 Empl: 12

Mr. Gerrald Lokash -President

COMPUTER SERVICES

Memorex Canada

7050 Woodbine Avenue
Markham, Ont L3R 4G8
Tel: (416)474-0100 Empl: 350

Mr. W. Keys -Finance Director

MANUFACTURER'S REPRESENTATIVE

Merlan Scientific Ltd.

247 Armstrong Avenue
Georgetown, Ont L7G 4X6
Tel: (416)877-0171 Empl: 12

Mr. David Whiting -President

DISTRIBUTOR

Meta Systems (Canada) Ltd.

3385 Harvester Road
Burlington, Ont L7N 3N2
Tel: (416)632-6500 Empl: 4

Mr. Owen Plowman -President

SOFTWARE DEVELOPMENT

Micro Bazaar

730 Yonge Street, Unit 4
Toronto, Ont M4Y 2B7
Tel: (416)964-9192 Empl: 3

Mr. George Vonas -President

VALUE ADDED RESELLER

Micro Global Systems Ltd.

3038A Bloor Street West
Toronto, Ont M8X 1C4
Tel: (416)239-9919 Empl: 2

Mr. Manuel Noia -President

SOFTWARE DEVELOPMENT

Micro Prism

15 Toronto Street, Suite 1010
Toronto, Ont M5C 2E3
Tel: (416)860-0165 Empl: 2

Mr. David Emmins -Vice President

CONSULTING

Micro Software Peripherals Inc.

2 Wimbleton Crescent
Etobicoke, Ont M9A 3X6
Tel: (416)236-1135 Empl: 5

Mr. John Marwood -President

RETAILER

Micro Software Sales

1474 Bathurst Street, Suite 2
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Tel: (416)651-5477 Empl: 2

Mr. Steven Ginsberg -Manager

VALUE ADDED RESELLER

Micro Software Systems

1750 Courtwood Crescent, Suite 204
Ottawa, Ont K2C 2B5
Tel: (613)727-9515 Empl: 4

Mr. Neil Finkelman -General Manager

VALUE ADDED RESELLER

Micro Support Services

1827 Woodward Drive, Suite 301
Ottawa, Ont K2C 0P9
Tel: (613)727-5624 Empl: 15

Mr. Paul Sylvester

SOFTWARE DEVELOPMENT

MicroPro International Corp.

235 Yorkland Street, Suite 300
Willowdale, Ont M2J 4Y8
Tel: (416)494-7155 Empl: 3

Mr. Dean Scott -President

MANUFACTURER'S REPRESENTATIVE

Microanalytics Ltd.

1986 Queen Street East, Suite 201
Toronto, Ont M4L 1J2
Tel: (416)691-1222 Empl: 3

Mr. Ken Mitchell -President

SOFTWARE DEVELOPMENT

Microcell Systems

70 Melford Drive, Unit 5
Scarborough, Ont M1B 1Y9
Tel: (416)754-0065 Empl: 5

Mr. Pat Pandon -General Manager

VALUE ADDED RESELLER

Micromedia Ltd.

158 Pearl Street
Toronto, Ont M5H 1L3
Tel: (416)593-5211 Empl: 60

Mr. F.C. Gagne -Manager

OTHER: PUBLISHING: INFORMATION PUBLISHER

Microsoft Canada Inc.

6300 Northwest Drive
Mississauga, Ont L4V 1J7
Tel: (416)673-7638 Empl: 27

Mr. Malcolm MacTaggart -General Manage

SOFTWARE DEVELOPMENT

Microsoftware Inc.

2 Wimbleton Crescent
Etobicoke, Ont M9A 3X6
Tel: (416)236-1135 Empl: 5

Mr. John Marwood -President

RETAILER

Microstar Software Ltd.

34 Colonnade Road, Suite 100
Nepean, Ont K2E 7J6
Tel: (613)727-5696 Empl: 11

Ms. Peggy Jordan -Office Manager

CONSULTING

Microtel Ltd.

100 Strowger Blvd.
Brockville, Ont K6V 5W8
Tel: (613)342-6621 Empl: 800

Mr. Ian Officer -General Manager

HARDWARE MANUFACTURER

Miller Communications Systems Ltd.

300 Legget Drive
Kanata, Ont K2K 1Y5
Tel: (613)592-3020 Empl: 22

Mr. Alan Miller -President

SOFTWARE DEVELOPMENT

Mini-Com Service Specialists

1292 Wellington Street
Ottawa, Ont K1Y 3A9
Tel: (613)722-5011 Empl: 19

Ms. Claudia Santurbano

COMPUTER SERVICES

Minicom Data Corp.

185 Renfrew Drive
Markham, Ont L3R 6G3
Tel: (416)475-5522 Empl: 150

Mr. Howard Honickman -President

HARDWARE MANUFACTURER

Minolta Business Equipment (Canada) Ltd

500 Finchdene Square
Scarborough, Ont M1X 1C2
Tel: (416)297-9216 Empl: 30

Mr. Angellakis -President

OTHER: OFFICE EQUIPMENT

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Mirek & Associates

797 Don Mills Road, Suite 902
Don Mills, Ont M3C 1V2
Tel: (416)425-8590 Empl: 3

Mr. Mirek -President

SOFTWARE DEVELOPMENT

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Mitel Corp.

155 Gordon Baker Road, Suite 206
Willowdale, Ont M2H 3N5
Tel: (416)498-9565 Empl: 16

Mr. Terry Otto -General Manager

COMPUTER SERVICES

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Mitel Corp.

350 Legget Drive, P.O. Box 13089
Kanata, Ont K2K 1X3
Tel: (613)592-2122 Empl: 125

Mr. Tom Travers -Public Relations Dir.

OTHER: MANUFACTURING TELECOM EQUIPMENT

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Modular Software Ltd.

5715 Coopers Avenue, Unit 2
Mississauga, Ont L4Z 1K9
Tel: (416)890-3778 Empl: 15

Mr. Steven Miles -President

SOFTWARE DEVELOPMENT

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Modus Systems Inc.

5075 Yonge Street, Suite 302
Willowdale, Ont M2N 6C6
Tel: (416)225-4575 Empl: 4

Mr. David Marks -President

VALUE ADDED RESELLER

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Mohawk Data Sciences (Canada) Ltd.

235 Hood Road
Markham, Ont L3R 4N5
Tel: (416)475-6060 Empl: 90

Mr. Michael Briand -Marketing Director

DISTRIBUTOR

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Mondecan Ltd.

4995 Timberlea Blvd., Unit 3
Mississauga, Ont L4W 2S2
Tel: (416)238-1433 Empl: 12

Mr. Warren Brown -Vice President

SOFTWARE DEVELOPMENT

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Monenco Information Systems

1 St. Paul Street
P.O. Box 1540
St. Catharines, Ont L2R 7J9
Tel: (416)688-9263 Empl: 8

Ms. A. Johnson -Supervisor

CONSULTING

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Moore Corporation Ltd.
Moore Response Technologies Division

350 Britannia Road East
Mississauga, Ont L4Z 2H1
Tel: (416)890-1534 Empl: 160

Mr. Barry Scruton -Manager

MANUFACTURER'S REPRESENTATIVE

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Mosaid Systems Inc.

P.O. Box 13579
Kanata, Ont K2K 1X6
Tel: (613)836-3134 Empl: 50

Mr. Richard C. Foss -President

OTHER: MANUFACTURING TEST EQUIPMENT

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Multi-Health Systems Inc.

95 Thorncliffe Drive, Suite 100
Toronto, Ont M4H 1L7
Tel: (416)498-1200 Empl: 7

Mr. Steven J. Stein -President

SOFTWARE PUBLISHER

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Monroe Systems For Business

4500 Dixie Road, Unit 8A
Mississauga, Ont L4W 1W4
Tel: (416)625-7240 Empl: 60

Mr. Moe Fallow -Marketing Manager

MANUFACTURER'S REPRESENTATIVE

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Mortice Kern Systems Inc.

35 King Street North
Waterloo, Ont N2J 2W9
Tel: (519)884-2251 Empl: 3

Ms. Ruth Songhurst -Vice President

SOFTWARE DEVELOPMENT

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Motorola Information Systems Ltd.

9445 Airport Road
Brampton, Ont L6S 4J3
Tel: (416)793-5700 Empl: 750

Ms. Sharron Elliot -Mktg. Manager

OTHER: DATA/OFFICE COMMUNICATIONS

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Multilek Inc.

107 Colonnade Road
Nepean, Ont K2E 7M3
Tel: (613)226-2365 Empl: 22

Mr. Peter Harkema -President

DISTRIBUTOR

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Multipost Retail Systems

825 Denison Street, Suite 19
Markham, Ont L3R 5E4
Tel: (416)477-4747 Empl: 10

Mr. H. Magerman -President

SOFTWARE DEVELOPMENT

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Myncet Canada

50 Avenue Road, 3rd Floor
Toronto, Ont M5R 2G2
Tel: (416)928-6888 Empl: 1

Mr. D. Wharry -President

OTHER: NO-COPY PAPER FOR SECURE MANUALS

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NBI Canada Inc.

121 Bloor Street East, Suite 701
Toronto, Ont M4W 3M5
Tel: (416)927-9100 Empl: 55

Mr. John Cameron -President

SOFTWARE DEVELOPMENT

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NCS Technologies

39 Kent Street North, Unit 5
Simcoe, Ont N3Y 3S1
Tel: (519)428-2667 Empl: 6

Mr. K. Rapley -President

SOFTWARE DEVELOPMENT

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Multiprocessor Toolsmiths Inc.

P.O. Box 13365
Kanata, Ont K2K 1X5
Tel: (613)564-6747 Empl: 2

Mr. Kim Rowe

SOFTWARE DEVELOPMENT

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The Myrrdin Group

505 Consumers Road, Suite 607
Willowdale, Ont M2J 4V8
Tel: (416)491-5181 Empl: 10

Mr. Jose Bogani -President

SOFTWARE DEVELOPMENT

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NCR Canada Ltd.

6865 Century Avenue
Mississauga, Ont L5N 2E2
Tel: (416)484-6666 Empl: 2500

Mr. John Albers -President

HARDWARE MANUFACTURER

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N.I.A.L. Systems Ltd.

11 Princess Street, Suite 304
Kingston, Ont K7L 1A1
Tel: (613)549-1432 Empl: 2

Mr. William H. Jenkins -President

RETAILER

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Nash Information Services Inc.

1975 Bel Air Drive
Ottawa, Ont K2C 0X1
Tel: (613)225-3781 Empl: 1

Mr. John C. Nash -President

CONSULTING

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National Research Council
Electrical Engineering Division

Building M50, Montreal Road
Ottawa, Ont K1A 0R8
Tel: (613)993-2484 Empl: 20

Mr. J.W. Brahan

RESEARCH AND EXPERIMENTAL DEVELOPMENT

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Navacel Enterprises Ltd.

387 Bloor Street East, 5th Floor
Toronto, Ont M4W 1H7
Tel: (416)922-4940 Empl: 12

Mr. Claude Gauthier -President

SOFTWARE DEVELOPMENT

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Neotech Software Ltd.

67 Crystal Drive
Richmond Hill, Ont L4C 7Y7
Tel: (416)883-0688 Empl: 1

Mr. Gerald Suggitt -President

CONSULTING

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National Data Corporation of Canada L

26 Lesmill Road
Toronto, Ont M3B 2T5
Tel: (416)868-0755 Empl: 35

Mr. G.W. Caughlin -President

COMPUTER SERVICES

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National Semiconductor Canada Ltd.

5915 Airport Road, Suite 417
Toronto, Ont L4V 1T1
Tel: (416)445-0755 Empl: 20

Mr. Zambikkides -Regional Manager

MANUFACTURER'S REPRESENTATIVE

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Nedco

1355 Meyerside Drive
Mississauga, Ont L5T 1C9
Tel: (416)677-1410 Empl: 500

Mr. Dick Waterman -President

DISTRIBUTOR

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Netron Inc.

99 St. Regis Crescent North
Downsview, Ont M3G 1Y9
Tel: (416)636-8333 Empl: 100

Mr. Andrew Altay -President

SOFTWARE DEVELOPMENT

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Netway Communications Inc.

1945 Leslie Street
Don Mills, Ont M3B 2M3
Tel: (416)445-3611 Empl: 18

Mr. Stanley Bell -President

VALUE ADDED RESELLER

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Neucom Computer Systems Inc.

7305 Woodbine Avenue, Suite 354
Markham, Ont L3R 3V7
Tel: (416)225-4221 Empl:

Ms. Sandra Gordon -Marketing VP

CONSULTING

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Newven Consulting Group Inc.

81 Metcalf Street, 6th Floor
Ottawa, Ont K1P 6K7
Tel: (613)236-2431 Empl: 85

Mr. R. Allen -President

CONSULTING

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Nexa Healthcare Systems Corp.

5915 Airport Road, Suite 200
Mississauga, Ont L4V 1T1
Tel: (416)671-3223 Empl: 20

Mr. Kim Wei -General Sales Manager

SOFTWARE DEVELOPMENT

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Network Data Systems (S.W.O.) Ltd.

200 Steelcase Road East
Markham, Ont L3R 1G2
Tel: (416)475-8220 Empl: 13

Mr. Tom Conners -Production Manager

SOFTWARE DEVELOPMENT

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Newbridge Networks Corp.

600 March Road, P.O. Box 13600
Kanata, Ont K2K 2E6
Tel: (613)591-3600 Empl: 160

Mr. James Mackie -Product Mgmt. VP

HARDWARE MANUFACTURER

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Nexa Corp.

106 Colonnade Road, Suite 220
Nepean, Ont K2E 7P4
Tel: (613)727-0070 Empl: 42

Mr. John Branch -President

OTHER: INVESTMENT & MANAGEMENT COMPANY

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Nexgen

3 Director Court, Suite 201
Woodbridge, Ont L4L 4S5
Tel: (416)742-7615 Empl: 5

Mr. Biajo Simonetta -President

CONSULTING

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Niakwa Management Systems Canada

5 Directors Court, Unit 201
Woodbridge, Ont L4L 4S5
Tel: (416)856-2131 Empl: 5

Mr. Brian Dawe -Marketing Manager

TURNKEY SYSTEMS

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Niva Inc.

180 Elgin Street, Suite 800
Ottawa, Ont K2P 2K3
Tel: (613)594-9111 Empl: 15

Mr. John Nihmey -President

COMPUTER SERVICES

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Nomis Computer Systems Corp.

1306 Wellington Street, 5th Floor
Ottawa, Ont K1Y 3B2
Tel: (613)722-9336 Empl: 10

Ms. C. Whaley -Administrator

OTHER: MANUFACTURING TELECOM EQUIPMENT

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Norampac Software Inc.

1735 Bayly Street
Pickering, Ont L1W 3G7
Tel: (416)964-3893 Empl: 17

Mr. Rob McMenemy -Marketing VP

SOFTWARE DEVELOPMENT

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Norand Data Systems Ltd.

951 Denison Street, Unit 4
Markham, Ont L3R 3W9
Tel: (416)477-1818 Empl: 6

Mr. D. Stephanos -Manager

MANUFACTURER'S REPRESENTATIVE

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Norpak Corp.

10 Hearst Way
Kanata, Ont K2L 2P4
Tel: (613)592-4164 Empl: 30

Mr. Mark Schindler -Marketing Rep.

HARDWARE MANUFACTURER

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Norpark Computer Design Inc.

761 Euclid Avenue
Toronto, Ont M6G 2V3
Tel: (416)532-7371 Empl:

Ms. D. Moretto -Office Manager

CONSULTING

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Nortak Software Ltd.

251 Bank Street, Suite 200
Ottawa, Ont K2P 1X3
Tel: (613)234-7212 Empl: 28

Mr. Noriao Takemura -President

CONSULTING

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Northern Dynamics Ltd.

505 Consumers Road, Suite 204
Willowdale, Ont M2J 4V8
Tel: (416)492-8240 Empl: 6

Mr. John Finch -President

SOFTWARE DEVELOPMENT

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Northstar Computer Ltd.

1050 Baxter Road
Ottawa, Ont K2C 3P1
Tel: (613)726-9481 Empl: 30

Mr. R. Karam -President

RETAILER

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Numetrix Ltd.

2 Bloor Street West, Suite 1700
Toronto, Ont M4W 3E2
Tel: (416)323-3744 Empl: 23

Mr. J. Schengili -President

SOFTWARE DEVELOPMENT

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R.M. O'Neill & Associates Ltd.

2 Sheppard Avenue East, Suite 900
Willowdale, Ont M2N 5Y7
Tel: (416)733-2575 Empl: 3

Mr. Randy O'Neill -President

SOFTWARE DEVELOPMENT

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Northern Micro Publishing

1500 Mervale Road, 3rd Floor
Nepean, Ont K2E 6Z5
Tel: (613)226-1118 Empl: 4

Mr. Bill Guest -President

COMPUTER SERVICES

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Nucor Computing Resources Inc.

302 Leggett Drive
P.O. Box 13520
Kanata, Ont K2K 1X3
Tel: (613)592-8666 Empl: 40

Mr. Daniel Jobin

SOFTWARE DEVELOPMENT

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OISE
Software Development Assistance Centre

255 Bloor Street West, 3rd Floor
Toronto, Ont M5S 1V6
Tel: (416)926-4713 Empl:

Ms. Edeltraut J. Horne -Software Dvlp.

OTHER: SOFTWARE DEVELOPMENT RESOURCE CTR

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Office Data Systems Ltd.

3555 14th Avenue, Unit 9
Markham, Ont L3R 2L6
Tel: (416)479-7557 Empl: 4

Mr. Allen Stewart -Manager

SOFTWARE DEVELOPMENT

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Officesmiths Inc.

331 Cooper Street, Suite 500
Ottawa, Ont K2P 0G5
Tel: (613)235-6749 Empl: 20

Mr. J. Turner -Vice President

SOFTWARE PUBLISHER

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Olivetti Canada Ltd.

3190 Steeles Ave. East
Markham, Ont L3R 1G9
Tel: (416)477-8250 Empl: 400

Mr. Guerny -President

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Ongoing Results

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Richmond Hill, Ont L4B 1C7
Tel: (416)731-9000 Empl: 10

Mr. Jeffrie Owen -Software Mgr.

SOFTWARE DEVELOPMENT

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Orangesoft Inc.

57 1/2 Grange Avenue
Toronto, Ont M6T 1C8
Tel: (416)977-5023 Empl: 1

Mr. B. Foster -President

SOFTWARE DEVELOPMENT

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Ogivar Technologies Inc.

130 Slater Street, Suite 350
Ottawa, Ont K1P 6E2
Tel: (613)234-5460 Empl: 4

Mr. Bob Charlebois -Branch Manager

MANUFACTURER'S REPRESENTATIVE

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On-Line Software

5915 Airport Road, Suite 200
Mississauga, Ont L4V 1T1
Tel: (416)671-2272 Empl: 14

Mr. Mike Russell -President

DISTRIBUTOR

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Oracle Corporation Canada Inc.

70 University Avenue, Suite 360
Box 19
Toronto, Ont M5J 2M4
Tel: (416)596-7750 Empl: 65

Mr. Brian Courtney -President

DISTRIBUTOR

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Organization Metrics

345 Kingston Road, Suite 202
Pickering, Ont L1V 1A1
Tel: (416)286-1866 Empl: 4

Mr. A.V. Piebalgs -Owner

SOFTWARE DEVELOPMENT

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Ovex Business Systems Ltd.

294 Albert Street, Suite 203
Ottawa, Ont K1P 6E6
Tel: (613)236-1854 Empl: 6

Mr. Kamal Butani -President

RETAILER

PBS Software Services Ltd.

87 Bishop Avenue
Willowdale, Ont M2M 1Z5
Tel: (416)226-5332 Empl: 5

Mr. G. B. Sheridan -President

CONSULTING

PCI Inc.

50 West Wilmot Street, Unit 1
Richmond Hill, Ont L4B 1M5
Tel: (416)764-0614 Empl: 120

Mr. M. Pastushak -Sales Rep.

SOFTWARE DEVELOPMENT

PLM Word Processing Services Ltd.

90 Eglinton Avenue East, Suite 512
Toronto, Ont M4P 2Z7
Tel: (416)486-8611 Empl: 6

Ms. Pam Shannon -Vice President

COMPUTER SERVICES

P & P Programming

71 Larkfield Drive
Don Mills, Ont M3B 2H4
Tel: (416)447-1788 Empl:

Mr. Garry Peddle -Owner

SOFTWARE DEVELOPMENT

The P.C. Advisory

32 Cavendish Street
Toronto, Ont M4E 1P1
Tel: (416)698-0780 Empl: 1

Mr. Malcolm Anderson -President

SOFTWARE DEVELOPMENT

PCM Microsystems

143 Arnold Crescent
Richmond Hill, Ont L4C 3R7
Tel: (416)884-8816 Empl: 3

Mr. Rominger -President

SOFTWARE DEVELOPMENT

PSR Software Services Ltd.

295 Weber Street North
Waterloo, Ont N2J 3H8
Tel: (519)886-1761 Empl: 3

Mr. Pat Grace -President

SOFTWARE DEVELOPMENT

Pacemaker Services Ltd.

688 Queensdale Avenue East
P.O. Box 4040
Hamilton, Ont L8V 1M1
Tel: (416)575-1866 Empl: 10

Mr. Boris Betinic -President

COMPUTER SERVICES

Paco Electronics Ltd.

20 Steelcase Road West, Suite 10
Markham, Ont L3R 1B2
Tel: (416)475-0740 Empl: 50

Mr. William Cohen -President

RETAILER

Page Canada

365 Evans Avenue, Suite 506
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OTHER: PAGING

Q.W. Page Associates Inc.

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Toronto, Ont M4V 2Z5
Tel: (416)923-4567 Empl: 35

Mr. Tony Bone -Marketing Director

SOFTWARE DEVELOPMENT

Pan Financial Software Services Inc.

109 Railside Road
Don Mills, Ont M3A 1B2
Tel: (416)449-4000 Empl: 40

Mr. Jeff Mealin -Partner

SOFTWARE DEVELOPMENT

Paradyne Canada Ltd.

100 York Blvd., Suite 200
Richmond Hill, Ont L4B 1J8
Tel: (416)494-0453 Empl: 80

Mr. Bill Rutledge -Finance

HARDWARE MANUFACTURER

Parklane Computer Systems

28 Conifer Court, Suite 24
London, Ont N6K 2X4
Tel: (519)657-3386 Empl: 3

Mr. Steven Barta -Marketing Director

SOFTWARE DEVELOPMENT

Parkridge Computer System Inc.

710 Dorval Drive, Suite 115
Oakville, Ont L6K 3V7
Tel: (416)842-6873 Empl: 5

Mr. Bob Lawson -President

SOFTWARE DEVELOPMENT

Parkwood Computer Services Inc.

P.O. Box 880
Cambridge, Ont N1R 5X9
Tel: (519)621-3570 Empl: 18

Mr. Glen Walters -General Manager

SOFTWARE DEVELOPMENT

~~~~~~

Pelada Informatica Inc.

179 Colonnade Road, Suite 500
Nepean, Ont K2E 7J4
Tel: (613)727-5194 Empl: 5

Mr. Richard Woodend -General Manager

SOFTWARE DEVELOPMENT

~~~~~~

Penik Management Ltd.

36 Warland Avenue
Toronto, Ont M4J 3G2
Tel: (416)467-9185 Empl: 16

Ms. Judi Church -Marketing Manager

CONSULTING

~~~~~~

Penlieu Consultants Irc.

75 International Boulevard, Suite 301
Rexdale, Ont M9W 6L9
Tel: (416)674-9600 Empl: 10

Mr. Leo Kampen -President

SOFTWARE DEVELOPMENT

~~~~~~

Performance Systems Ltd.

55 Charles Street West, Suite 2904
Toronto, Ont M5S 2W9
Tel: (416)968-7600 Empl:

Mr. Chris A. Baker -President

SOFTWARE DEVELOPMENT

~~~~~~

Perkin-Elmer Canada Ltd.

120 Norfinch Drive
Downsview, Ont M3N 1X3
Tel: (416)674-9680 Empl: 30

Mr. Bob McLeish -General Manager

MANUFACTURER'S REPRESENTATIVE

~~~~~~

Perle Systems Ltd.

360 Tapscott Road
Scarborough, Ont M1B 3C4
Tel: (416)299-4999 Empl: 100

Mr. Tom Tawlik -Executive Assistant

SOFTWARE DEVELOPMENT

~~~~~~

Personal Micro Systems

109 Coons Road
Richmond Hill, Ont L4E 2A9
Tel: (416)773-2843 Empl: 2

Mr. Eion Bacchus -Partner

CONSULTING

~~~~~~

Perspective Computer Systems Inc.

457 Catherine Street
Ottawa, Ont K1R 5T7
Tel: (613)238-3782 Empl: 10

Mr. Raymond Doherty -Consultant

CONSULTING

~~~~~~

Peter Moon & Associate

365 Bay Street, Suite 600
Toronto, Ont M5H 2V1
Tel: (416)363-7706 Empl: 2

Dr. P. Moon -Owner

CONSULTING

~~~~~~

Petrie Telecommunications Ltd.

22 Barran Street
Ottawa, Ont K2J 1G4
Tel: (613)825-1505 Empl: 4

Mr. L.E. Petrie -President

CONSULTING

~~~~~~

Pettitt Lawrence Ltd.

550 Alden Road, Suite 201
Markham, Ont L3R 6A8
Tel: (416)479-0399 Empl: 5

Mr. Bob Pettit -President

SOFTWARE DEVELOPMENT

~~~~~~

Philips Electronics Ltd.
Electronic Display Division

1200 Sheppard Avenue East, 2nd Floor
North York, Ont M2K 2S5
Tel: (416)494-8111 Empl: 200

Mr. N. Wester -Corporate Affairs VP

HARDWARE MANUFACTURER

~~~~~~

Pineglen Multi-Computer Systems Inc.

4 Belledune Drive
Nepean, Ont K2E 5V9
Tel: (613)225-7325 Empl: 4

Mr. David Perron

SOFTWARE DEVELOPMENT

~~~~~~

Pinetree Software Inc.

4141 Yonge Street, Suite 102
Toronto, Ont M2P 2A8
Tel: (416)223-1149 Empl: 1

Ms. P. McColl -President

SOFTWARE DEVELOPMENT

~~~~~~

Polaris Computer Systems Ltd.

160 Bloor Street East, Suite 920
Toronto, Ont M4W 1B9
Tel: (416)920-5777 Empl: 150

Mr. George Lecompte -Finance VP

CONSULTING

~~~~~~

Polycom Systems Ltd.

90 Nolan Court, Unit 50
Markham, Ont L3R 4L9
Tel: (416)449-3400 Empl: 30

Mr. Armie Francescut -General Manager

COMPUTER SERVICES

~~~~~~

James W. Porcher Consulting

Toronto Dominion Bank Tower, Suite 2550
P.O. Box 77
Toronto, Ont M5K 1E7
Tel: (416)947-0108 Empl: 3

Mr. James Porcher -President

SOFTWARE DEVELOPMENT

~~~~~~

Practorcare Canada

130 Bridgeland Avenue, Suite 201
Toronto, Ont M6A 1Z4
Tel: (416)789-1893 Empl: 3

Mr. Timman -President

SOFTWARE DEVELOPMENT

~~~~~~

Precor

140 Doncaster Avenue, Unit 11
Thornhill, Ont L3T 1L3
Tel: (416)731-2022 Empl: 9

Mr. Alan Gervais -Controller

OTHER: COMPUTER ACCESSORIES

~~~~~~

Polymathic Computer Corp.

282 North Rivermede Road, Suite 3
Concord, Ont L4K 3N6
Tel: (416)738-4089 Empl: 8

Mr. Cal Parsons -Vice President

SOFTWARE DEVELOPMENT

~~~~~~

Postech

5 Fairview Mall Drive, Suite 450
Willowdale, Ont M2J 2Z1
Tel: (416)492-1480 Empl: 10

Mr. David Avrahami -Vice President

TURNKEY SYSTEMS

~~~~~~

Precision Plus Software

3148 Kingston Road, Suite 209-276
Scarborough, Ont M1M 1P4
Tel: (416)761-5309 Empl: 2

Mr. Anthony Busigin -President

SOFTWARE DEVELOPMENT

~~~~~~

Price Waterhouse
Management Consulting Services

20 Queen Street West, P.O. Box 51
T.D. Centre, 53rd Floor
Toronto, Ont M5K 1G1
Tel: (416)863-1133 Empl: 100

Mr. Larry Shick -Partner

CONSULTING

~~~~~~

Prime Computer of Canada Ltd.

5915 Airport Road, Suite 1100
Mississauga, Ont L4V 1T1
Tel: (416)678-7331 Empl: 110

Mr. Bob Hopkins -Communications Dir.

MANUFACTURER'S REPRESENTATIVE

~~~~~~

Prior Data Sciences Ltd.

240 Michael Copeland Drive
Kanata, Ont K2M 1P6
Tel: (613)591-7235 Empl: 140

Mr. Chester Hamilton -Mktg. & Sales VP

SOFTWARE DEVELOPMENT

~~~~~~

Procom

2323 Yonge Street, Suite 605
Toronto, Ont M4P 2C9
Tel: (416)483-0766 Empl: 4

Mr. Keith A. Bottin -President

DISTRIBUTOR

~~~~~~

The Professional Computer Group Inc.

11 Yorkville Avenue, Suite 401
Toronto, Ont M4W 1L2
Tel: (416)968-2185 Empl: 3

Mr. Maurice Westfield -President

CONSULTING

~~~~~~

Print Copy & Printing Ltd.

517 Parliament Street
Toronto, Ont M4X 1P3
Tel: (416)923-3374 Empl: 5

Mr. Gerald R. Graves -President

COMPUTER SERVICES

~~~~~~

Prism Data Services Ltd.

15 Toronto Street, Suite 1010
Toronto, Ont M5C 2E3
Tel: (416)860-0165 Empl: 22

Mr. W. Cram / Mr. A. Ross -Pres. & M

CONSULTING

~~~~~~

Professional Business Systems

800 Denison Street, Unit 2
Markham, Ont L3R 5M9
Tel: (416)477-4466 Empl: 5

Mr. Bryan Gardner -President

SOFTWARE DEVELOPMENT

~~~~~~

Professional Computer Systems Cda Lt

195 Carlingview Drive
Rexdale, Ont M9W 5E8
Tel: (416)675-7818 Empl: 6

Mr. C.R. Butler -President

RETAILER

~~~~~~

Profit Centre International

8041 Kennedy Road
Markham, Ont L3R 2E5
Tel: (416)491-0045 Empl: 35

Ms. Ruth Lees -Manager

SOFTWARE DEVELOPMENT

~~~~~~

Prologic Systems Ltd.

75 Albert Street, Suite 206
Ottawa, Ont K1P 5E7
Tel: (613)238-1376 Empl: 105

Mr. Keith Langley

OTHER: PERSONNEL PLACEMENT

~~~~~~

Promis Systems Corporation Ltd.

2 First Canadian Place, Suite 1900
Toronto, Ont M5X 1E3
Tel: (416)364-5361 Empl: 65

Mr. Ralph Peterson -Chief Fin. Officer

SOFTWARE DEVELOPMENT

~~~~~~

Proqutil Inc.

145 King Street West, Suite 1002
Toronto, Ont M5H 3X6
Tel: (416)464-6352 Empl: 2

Ms. Christina Maggi -President

SOFTWARE DEVELOPMENT

~~~~~~

Progressive Data Systems Ltd.

75 International Blvd., Suite 301
Rexdale, Ont M9W 6L9
Tel: (416)674-5000 Empl: 12

Mr. Paul Fiege -President

RETAILER

~~~~~~

Promac Inc.

1375 Morningside Avenue
Scarborough, Ont M1B 3C5
Tel: (416)284-8440 Empl: 50

Mr. Jack Whiteside -President

SOFTWARE DEVELOPMENT

~~~~~~

Propharm Ltd.

909 Warden Avenue
Scarborough, Ont M1L 4S3
Tel: (416)750-4920 Empl: 50

Mr. David Hepburn -General Manager

SOFTWARE DEVELOPMENT

~~~~~~

Proteo Technology Corporation

7100 Woodbine Avenue, Suite 300
Markham, Ont L3R 5J2
Tel: (416)479-2000 Empl: 29

Mr. R.E.A. Mason -Development Director

SOFTWARE DEVELOPMENT

~~~~~~

Proterm Data Systems Ltd.

1177 Newmarket Street
Ottawa, Ont K1B 3V1
Tel: (613)748-1140 Empl: 12

Ms. J. Heagle -Vice President

DISTRIBUTOR

~~~~~~

Protocoles Standards & Communication

1753 Bank Street
Ottawa, Ont K1V 7Z4
Tel: (613)731-7697 Empl: 10

Mr. Patrick R. Shea -President

CONSULTING

~~~~~~

Provincial Business Systems Inc.

50 Gervais Drive, Suite 403
Don Mills, Ont M3C 1Z3
Tel: (416)441-2869 Empl: 12

Ms. Cheryl Lake -Systems VP

VALUE ADDED RESELLER

~~~~~~

Pursang Corporation
Software Channels Division

20 Holly Street, Suite 405
Toronto, Ont M4S 3B1
Tel: (416)487-9338 Empl: 3

Mr. Steven Sutherland -President

SOFTWARE DEVELOPMENT

~~~~~~

Pylon Electronic Development Co. Ltd.

147 Colonnade Road
Nepean, Ont K2E 7L9
Tel: (613)226-7920 Empl: 60

Mr. Herbert Laks -President

OTHER: MANUFACTURING TEST EQUIP/SATELLITE

~~~~~~

QL Systems Ltd.

1 Gore Street
Kingston, Ont K7L 2L1
Tel: (613)549-4611 Empl: 69

Prof. Hugh Lawford -President

COMPUTER SERVICES

~~~~~~

Quaid Software Ltd.

45 Charles Street East, 3rd Floor
Toronto, Ont M4Y 1S2
Tel: (416)961-8243 Empl: 8

Mr. Robert McQuaid -President

SOFTWARE DEVELOPMENT

~~~~~~

Quantel Canada Inc.

204 Amber Street
Markham, Ont L3R 3J8
Tel: (416)475-3450 Empl: 50

Mr. Phillip Ber -Vice President

MANUFACTURER'S REPRESENTATIVE

~~~~~~

Quantetics Corp.

582 Somerset Street West
Ottawa, Ont K1R 5K2
Tel: (613)237-0242 Empl: 14

Mr. Robert Rayzak -President

SOFTWARE DEVELOPMENT

~~~~~~

Quantum Information Resources Ltd.

200 King Street West, Suite 1010
Toronto, Ont M5H 3T4
Tel: (416)598-1311 Empl: 200

Mr. John Breineinger -Partner

CONSULTING

~~~~~~

Quay Computer Corp.

216 Matheson Blvd. East
Mississauga, Ont L4Z 1X1
Tel: (416)890-1956 Empl: 10

Mr. Cal Davis -President

VALUE ADDED RESELLER

~~~~~~

Quiet Touch Computer Products Inc.

1911 Kennedy Road, Suite 204
Scarborough, Ont M1P 2L9
Tel: (416)293-7800 Empl: 10

Mr. David Templeton -President

DISTRIBUTOR

~~~~~~

Quinte Computer Services Ltd.

P.O. Box 578
Belleville, Ont K8I 5B2
Tel: (613)966-3070 Empl: 14

Mr. J. Moore -President

SOFTWARE DEVELOPMENT

~~~~~~

Quinte Computer Software

P.O. Box 1082
Trenton, Ont K8V 6E6
Tel: (416)733-9420 Empl: 4

Mr. Bill Mound -President

VALUE ADDED RESELLER

~~~~~~

R & D Computers

422 Rectory Street
London, Ont N5W 3W4
Tel: (519)432-4144 Empl: 2

Mr. Marvin Recker -President

SOFTWARE DEVELOPMENT

~~~~~~

R & L Systems

6 Lipstan Avenue
Nepean, Ont K2E 5Z3
Tel: (613)225-7904 Empl: 2

Mr. Lorne A. Bowerman -President

EDUCATION AND TRAINING

~~~~~~

RBW Graphics

1749 20th Street East
Owen Sound, Ont N4K 5R2
Tel: (519)376-8330 Empl: 600

Mr. Kingsley Jackson -Senior Manager

COMPUTER SERVICES

~~~~~~

RDM Educational Software
Ryerson Innovation Centre

350 Victoria Street
Toronto, Ont M5B 2K3
Tel: (416)979-5071 Empl:

Mr. Ross McNaughton -President

SOFTWARE DEVELOPMENT

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RKT Computer Services Ltd.

4 Queen Street, 5th Floor
St. Catharines, Ont L2R 5G3
Tel: (416)641-1575 Empl: 5

Mr. Taggart -President

SOFTWARE DEVELOPMENT

~~~~~~

RPM Systems

1183 Finch Avenue West, Suite 308
Downsview, Ont M3J 2G2
Tel: (416)665-8821 Empl:

Mr. Sam Figor -Manager

VALUE ADDED RESELLER

~~~~~~

R C Software and Data

1 Finch Place
Elmira, Ont N3B 3B3
Tel: (519)669-8633 Empl: 1

Mr. Richard Clausi -President

SOFTWARE DEVELOPMENT

~~~~~~

RDM Software Inc.

720 Tapscott Road
Scarborough, Ont M1X 1C6
Tel: (416)297-8517 Empl: 2

Mr. Dean McKee -Owner

SOFTWARE DEVELOPMENT

~~~~~~

RMS Real-Time Micro Systems Ltd.

115 Perth Street, RR #2
P.O. Box 44
Richmond, Ont K0A 2Z0
Tel: (613)838-2723 Empl: 7

Mr. Glen Trebble -President

SYSTEMS INTEGRATORS

~~~~~~

RSMC Medical Computing Services

162 Hopedale Avenue
Toronto, Ont M4K 3N2
Tel: (416)465-6162 Empl:

Mr. Robert Smith -President

SOFTWARE DEVELOPMENT

~~~~~~

RYO Theatre Services Ltd.

6 Langley Avenue
Toronto, Ont M4K 1B5
Tel: (416)461-2503 Empl: 3

Mr. Paul Bates -President

CONSULTING

~~~~~~

Raus Computer Systems Ltd.

1945 Dundas Street East, Suite 213
Mississauga, Ont L4X 2T8
Tel: (416)625-1037 Empl: 5

Mr. Raus -President

SOFTWARE DEVELOPMENT

~~~~~~

Re-Action Marketing Services Ltd.

517 Parliament Street
Toronto, Ont M4X 1P3
Tel: (416)923-3374 Empl: 12

Mr. Graves

CONSULTING

~~~~~~

Records & Information Mgmt Services Inc

740 Huron Street
Toronto, Ont M4V 2W3
Tel: (416)968-1357 Empl: 3

Ms. Caroline M. Werle -President

CONSULTING

~~~~~~

Rapcor Software Inc.

1750 Brimley Road
Scarborough, Ont M1P 4X7
Tel: (416)297-9739 Empl: 7

Mr. Hans Ngo -President

VALUE ADDED RESELLER

~~~~~~

Raxco Inc.

1173 Second Avenue
Owen Sound, Ont N4K 2J1
Tel: (519)371-5020 Empl: 1

Mr. Doug Balsdon -Sales Manager

MANUFACTURER'S REPRESENTATIVE

~~~~~~

Real Time Data Pro Ltd.
Division of Memotec Data Inc.

797 Don Mills Road
Don Mills, Ont M3C 1V1
Tel: (416)429-0440 Empl: 350

Mr. Norm Anderson -Operations VP

SOFTWARE DEVELOPMENT

~~~~~~

Remanco Systems Inc.

30 Centurian Drive, Unit 106
Markham, Ont L3R 6B2
Tel: (416)475-2525 Empl: 110

Mr. Dave Picov -Manager

HARDWARE MANUFACTURER

~~~~~~

Rennox Consulting Inc.

86 Terryhill Square
Brampton, Ont L6Z 1N1
Tel: (416)846-4018 Empl: 2

Mr. David Rennox -President

SOFTWARE DEVELOPMENT

~~~~~~

Resolve Logic Systems

50 West Wilmot Street
Richmond Hill, Ont L4B 1M5
Tel: (416)764-9923 Empl: 12

Mr. Joe Norak -President

SOFTWARE DEVELOPMENT

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Richardson Profit Systems Corp.

1500 Fisher Street
North Bay, Ont P1B 2H3
Tel: (705)472-6228 Empl: 4

Mr. P.J. Richardson -President

SOFTWARE DEVELOPMENT

~~~~~~

Aldo Riva Architect & P. Engineer

489 Kingston Road West
Ajax, Ont L1F 6M1
Tel: (416)683-3346 Empl: 2

Mr. Aldo Riva -Owner

SOFTWARE DEVELOPMENT

~~~~~~

Reprosoft

5250 Finch Avenue East, Unit 1
Scarborough, Ont M1S 5A4
Tel: (416)469-1171 Empl: 10

Mr. Bill French -Director & VP

COMPUTER SERVICES

~~~~~~

Reynolds & Reynolds Canada Ltd.
Computer Systems Division

2100 Steeles Avenue East
Brampton, Ont L6T 3X1
Tel: (416)791-4400 Empl: 130

Mr. Ken Sutter -V.P. & General Manager

SOFTWARE DEVELOPMENT

~~~~~~

Ricoh Corporation (Canada) Ltd.

5399 Islington Avenue West, Suite 103
Etobicoke, Ont M9C 5K6
Tel: (416)620-0303 Empl: 20

Mr. Ken Luckhurst -Sales Manager

HARDWARE MANUFACTURER

~~~~~~

Rivera Hartling Systems Ltd.

461 Albert Street
Kingston, Ont K7L 3W4
Tel: (613)544-0324 Empl: 20

Mr. Ron C. Hartling -President

SOFTWARE DEVELOPMENT

~~~~~~

Riverside Enterprises

RR 9
Chatham, Ont N7M 5T1
Tel: (519)351-1248 Empl:

Mr. Dan Boley -Manager

SOFTWARE DEVELOPMENT

~~~~~~

S & S Software Ltd.

444 MacLaren Street
Ottawa, Ont K2P 0M8
Tel: (613)236-1321 Empl: 31

Mr. Rosylyn Cape -Marketing Manager

CONSULTING

~~~~~~

SHL Systemhouse Inc.

99 Bank Street, 3rd Floor
Ottawa, Ont K1P 6B9
Tel: (613)236-9734 Empl:

Mr. Peter Sandiford -President

SYSTEMS INTEGRATORS

~~~~~~

SPRNC Software

3404 Albion Road
Ottawa, Ont K1V 8W3
Tel: (613)731-0957 Empl: 2

Mr. Charles A. Schofield -President

SOFTWARE DEVELOPMENT

~~~~~~

Robertson Nickerson Ltd.

75 Albert Street, Suite 610
Ottawa, Ont K1P 5E7
Tel: (613)238-4625 Empl: 10

Mr. Malcolm L. Nickerson -Vice President

CONSULTING

~~~~~~

SES (Computing) Inc.

366 Adelaide Street East
Toronto, Ont M5A 3X9
Tel: (416)366-4242 Empl: 26

Mr. Tom Woidylo -President

DISTRIBUTOR

~~~~~~

SMG Systems Corp.

4801 Keele Street, Unit 42
Downsview, Ont M3J 3A4
Tel: (416)661-1678 Empl: 12

Mr. Zenkin Shiu -Mktg. & Sales VP

OTHER: MANUFACTURING PERIPHERALS

~~~~~~

S R B International Ltd.

209 Dundas Street East, Suite 205
Whitby, Ont L1N 7H8
Tel: (416)433-2100 Empl: 10

Mr. Dennis Sakamoto -President

SOFTWARE DEVELOPMENT

~~~~~~

S R P Control Systems Ltd.

62 Guided Court
Rexdale, Ont M9V 4K6
Tel: (416)746-0117 Empl: 5

Mr. Joe Santo -President

MANUFACTURER'S REPRESENTATIVE

~~~~~~

S-16 Bit Consultants Inc.

203 Colonnade Road, Suite 204
Nepean, Ont K2E 7K3
Tel: (613)723-0342 Empl: 6

Mr. Samir Attia -President

CONSULTING

~~~~~~

Safe Computing (Canada) Ltd.

2000 Argentia Road, Suite 200 -Plaza 4
Mississauga, Ont L5N 1W1
Tel: (416)826-5352 Empl: 7

Mr. Ken Jackson -President

VALUE ADDED RESELLER

~~~~~~

Safeguard Business Systems Ltd.

5789 Coopers Avenue
Mississauga, Ont L4Z 1R9
Tel: (416)890-2400 Empl: 100

Mr. Jim Johnson -National Mktg. Manag

MANUFACTURER'S REPRESENTATIVE

~~~~~~

Sak Data Products Ltd.

4500 Dixie Road, Unit 12B
Mississauga, Ont L4W 1V7
Tel: (416)624-6763 Empl: 13

Mr. Glen Sakmoto -General Manager

DISTRIBUTOR

~~~~~~

Sales Data Systems Ltd.

200 Catherine Street, Suite 100L
Ottawa, Ont K2P 2K9
Tel: (613)238-6100 Empl: 40

Mr. John Belanger -President

SOFTWARE DEVELOPMENT

~~~~~~

Sandabar Control Systems Inc.

P.O. Box 1405, Station B
Oshawa, Ont L1J 6P8
Tel: (416)553-5028 Empl: 1

Mr. Steve Bartram -President

SOFTWARE DEVELOPMENT

~~~~~~

A.T. Sanders Associates Inc.

54 Gilgorm Road
Toronto, Ont M5N 2M5
Tel: (416)481-2844 Empl: 1

Mr. A.T. Sanders -President

CONSULTING

~~~~~~

Sapling Software Aided Planning Corp.

400 Carlingview Drive
Etobicoke, Ont M9W 6M8
Tel: (416)674-8737 Empl: 4

Mr. Derek Sandison -President

SOFTWARE DEVELOPMENT

~~~~~~

Saraguay Software Distributors

121 Avenue Road, Suite 202
Toronto, Ont M5R 2G3
Tel: (416)923-1500 Empl: 1

Mr. James Carswell -President

DISTRIBUTOR

~~~~~~

Satellite Computer Communication System

630 Main Street East
Hamilton, Ont L8M 1J7
Tel: (416)572-9626 Empl: 15

Mr. Derrick Sullivan -Data Centre Mgr.

SOFTWARE DEVELOPMENT

~~~~~~

Saturn Disq

245 Riviera Drive, Unit 7
Markham, Ont L3R 5J9
Tel: (416)470-0844 Empl: 3

Mr. Edward Zammitt -Account Manager

SOFTWARE PUBLISHER

~~~~~~

Scantel Systems Ltd.

801 York Mills Road, Suite 201
Don Mills, Ont M3B 1X7
Tel: (416)449-9252 Empl: 2

Mr. Alan Trusdale -President

DISTRIBUTOR

~~~~~~

Scarsdale Software Resource

85 Thorncliffe Park Drive, Suite 4401
Toronto, Ont M4H 1L6
Tel: (416)467-1496 Empl: 2

Mr. J. Wm. Robinson -President

VALUE ADDED RESELLER

~~~~~~

Searchfast Systems Ltd.

2240 Mississauga Road North
Mississauga, Ont L5H 2K9
Tel: (416)274-5558 Empl: 1

Mr. Hugh Middleton -President

SOFTWARE DEVELOPMENT

~~~~~~

Seena Consulting Corp.

56 Sparks Street, Suite 500
Ottawa, Ont K1P 5A9
Tel: (613)238-4212 Empl: 6

Mr. Taha Dirbi -President

VALUE ADDED RESELLER

~~~~~~

Serdula Systems Ltd.

Glendale Plaza, P.O. Box 1808
Deep River, Ont K0J 1P0
Tel: (613)584-4588 Empl: 2

Dr. K.J. Serdula -President

RESEARCH AND EXPERIMENTAL DEVELOPMENT

~~~~~~

Sharon Professional Services

200 Catherine Street, Suite 403
Ottawa, Ont K2P 2K9
Tel: (613)238-7395 Empl: 50

Mr. William Caswell -President

CONSULTING

~~~~~~

Shawware Inc.

3365 Harvester Road
Burlington, Ont L7N 3N2
Tel: (416)632-6015 Empl: 50

Ms. Karen Murray -Mktg. Co-ordinator

SOFTWARE DEVELOPMENT

~~~~~~

Shirlas Enterprises Ltd.

43 Lambeth Road
Islington, Ont M9A 2Y8
Tel: (416)365-9544 Empl: 1

Mr. Doug Langley -President

CONSULTING

~~~~~~

718647 Ontario Inc.

161 Deerhide Crescent, Suite 8
Weston, Ont M9M 2Z2
Tel: (416)741-7563 Empl: 4

Mr. Gerry Clarke -President

CONSULTING

~~~~~~

I.P. Sharp Associates Ltd.

2 First Canadian Place, Suite 1900
Toronto, Ont M5X 1E3
Tel: (416)364-5361 Empl: 700

Ms. Jane Minett -Marketing Director

COMPUTER SERVICES

~~~~~~

Sheridan College of Applied Arts &
Research and Development

1430 Trafalgar Road
Oakville, Ont L6H 2L1
Tel: (416)845-9430 Empl: 15

Mr. Harv Honsberger -Manager

SOFTWARE DEVELOPMENT

~~~~~~

Sidus Systems Inc.

82 Adelaide Street East
Toronto, Ont M5C 1K9
Tel: (416)868-1007 Empl: 30

Mr. Kalisky -President

DISTRIBUTOR

~~~~~~

Sigmatics Computer Corporation Ltd.

P.O. Box 1046
Barrie, Ont L4M 5E1
Tel: (705)737-2011 Empl: 2

Mr. David Simmons -President

SOFTWARE DEVELOPMENT

~~~~~~

Silico Computer Systems Ltd.

205A Merivale Road, Suite 501
Nepean, Ont K2G 4B5
Tel: (613)727-0465 Empl: 50

Mr. Don McLeod -President

CONSULTING

~~~~~~

Silicon Solutions

1500 Merivale Road, 3rd Floor
Nepean, Ont K2E 6Z5
Tel: (613)738-3333 Empl: 1

Mr. Bill Guest -President

RETAILER

~~~~~~

Silvan Silicon Valley North Inc.

70 Lismer Crescent
Kanata, Ont K2K 1A6
Tel: (613)592-3423 Empl: 3

Mr. Ron White -President

RETAILER

~~~~~~

Tech

Simall Microcomputer Systems

92 Pottinger Street
Lindsay, Ont K9V 3Y3
Tel: (705)324-3565 Empl: 3

Mr. Lou Simmons

SOFTWARE DEVELOPMENT

~~~~~~

Simlaw Systems Ltd.

204 Richmond Street West, Suite 610
Toronto, Ont M5V 1V6
Tel: (416)925-8294 Empl: 4

Mr. F.A. Simpson -President

SOFTWARE DEVELOPMENT

~~~~~~

Simware Inc.

20 Colonnade Road
Ottawa, Ont K2E 7M6
Tel: (613)727-1779 Empl: 100

Mr. Alan Rottenberg -Sales VP

SOFTWARE DEVELOPMENT

~~~~~~

Snowbird Software Inc.

294 Bay Street South
Hamilton, Ont L8P 3J6
Tel: (416)521-9667 Empl: 2

Mr. Dale Roy -President

SOFTWARE DEVELOPMENT

~~~~~~

SoftQuad Inc.

720 Spadina Avenue, Suite 200
Toronto, Ont M5S 2T9
Tel: (416)963-8337 Empl: 21

Mr. Yeury Rubinsky -President

SOFTWARE DEVELOPMENT

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Softek Computer Services Inc.

372 Bay Street, Suite 1910
Toronto, Ont M5H 2W9
Tel: (416)368-3500 Empl: 12

Mr. Robert Bond -President

SOFTWARE DEVELOPMENT

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Softkey Software Products Inc.

260 Richmond Street West, Suite 300
Toronto, Ont M5V 1W5
Tel: (416)598-5033 Empl: 35

Mr. Kevin O'Leary -President

SOFTWARE DEVELOPMENT

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Softsel Computer Products Canada In

317 Bradwick Drive
Concord, Ont L4K 1K5
Tel: (416)738-3920 Empl: 30

Mr. Henry Quan -Manager

MANUFACTURER'S REPRESENTATIVE

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Software AG of Canada

151 Savage Drive
P.O. Box 1087
Cambridge, Ont N1R 5Y2
Tel: (519)653-6142 Empl: 53

Mr. Harry France -Marketing Executive

DISTRIBUTOR

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Software Brokers Ltd.

323 Church Street
Oakville, Ont L6J 1P2
Tel: (416)845-5358 Empl: 1

Mr. Michael Howe -President

CONSULTING

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Software City

P.O. Box 11082, Station H
Nepean, Ont K2H 7T8
Tel: (613)225-1305 Empl:

Mr. Robert H. Johnson -President

SOFTWARE DEVELOPMENT

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Software Concepts

1 Valleybrook Drive, Suite 202
North York, Ont M3B 2S7
Tel: (416)446-1572 Empl: 11

Mr. Peter Coy -President

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Software Design Ltd.

199 Queens Avenue
London, Ont N6A 1J1
Tel: (519)679-8222 Empl: 5

Ms. L.L. Zimmerman -President

SOFTWARE DEVELOPMENT

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Software First Computers Ltd.

5717 Brookfield Avenue
Niagara Falls, Ont L2G 5P9
Tel: (416)357-4338 Empl: 2

Mr. Dave Lenchyshyn -President

RETAILER

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Software Link Inc.

250 Cochrane Drive, Suite 12
Unionville, Ont L3R 8E5
Tel: (416)477-5480 Empl: 11

Mr. S. Wallace -Operations Manager

DISTRIBUTOR

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Software Ontario Corporation

49 Bathurst Street, Suite 401
Toronto, Ont M5V 2P2
Tel: (416)368-5799 Empl:

Mr. Joseph Koenig -President

SOFTWARE PUBLISHER

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Software Dimensions Inc.

3300 Bloor Street West, Suite 3100
Toronto, Ont M8X 2X3
Tel: (416)234-8508 Empl: 1

Mr. Bruce Durant -Manager

DISTRIBUTOR

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Software Kinetics Ltd.

65 Iber Road
P.O. Box 680
Stittsville, Ont K0A 3G0
Tel: (613)831-0888 Empl: 45

Mr. David C. Webster -President

SOFTWARE DEVELOPMENT

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Software Matchmakers Inc.

P.O. Box 159, Station A
Willowdale, Ont M2N 2S8
Tel: (416)756-3221 Empl: 2

Ms. Sheila J. Mitchell -Director

CONSULTING

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Software Sales Ltd.

570 Hood Road, Unit 2
Markham, Ont L3R 4G7
Tel: (416)477-4808 Empl: 20

Mr. Amin Sunderani -Operations Manager

DISTRIBUTOR

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Software a la Carte

12 Albemarle Court
Brampton, Ont L6Z 1R4
Tel: (416)846-2655 Empl:

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SOFTWARE DEVELOPMENT

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Softwords Ltd.

260 Richmond Street West, Suite 607
Toronto, Ont M5V 1W2
Tel: (416)597-2596 Empl: 3

Ms. Cari Clarotto -Manager

SOFTWARE DEVELOPMENT

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Somapro Ltd.

130 Albert Street, Suite 504
Ottawa, Ont K1P 5G4
Tel: (613)236-9836 Empl: 19

Mr. Blake Smale -Partner

CONSULTING

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Spar Aerospace Ltd.

6303 Airport Road
Mississauga, Ont L4V 1R8
Tel: (416)678-9750 Empl: 1292

Mr. Phil Lloyd -Programming Manager

OTHER: MANUFACTURING AEROSPACE COMPON

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Spectra Colour Ltd.

155 Drumlin Circle
Concord, Ont L4K 3E7
Tel: (416)669-9942 Empl: 12

Mr. George Fischer -President

OTHER: RENTING HARDWARE

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Spectra Computer Services

7181 Woodbine Avenue, Suite 227
Markham, Ont L3R 1A3
Tel: (416)496-1380 Empl: 6

Mr. Rudy Dennis -Manager

SOFTWARE DEVELOPMENT

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Spectrix Microsystems Inc.

431 Alden Road, Suite 10
Markham, Ont L3R 4N4
Tel: (416)474-1955 Empl: 30

Mr. Paul Knechtel -Marketing VP

HARDWARE MANUFACTURER

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Spyder Systems Development

General Delivery
Nobleton, Ont L0G 1N0
Tel: (416)859-4656 Empl: 2

Mr. Mark Kraft

SOFTWARE DEVELOPMENT

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St. Clair Videotex Design Ltd.

94 Laird Drive
Toronto, Ont M4G 3V2
Tel: (416)423-7825 Empl: 9

Mr. Doug Peter -President

CONSULTING

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Starsoft Inc.

31 Horton Blvd.
Scarborough, Ont M1J 1K7
Tel: (416)267-1997 Empl: 2

Mr. Slavko Stemberger -President

CONSULTING

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Statistics Canada
Informatics Branch

Tunney's Pasture, Main Bldg., Room 2405
Ottawa, Ont K1A 0T6
Tel: (613)951-8429 Empl: 600

Mr. Ed Doucet -Research Systems

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Stevenson Kellogg Ernst Whinney

2300 Yonge Street
Toronto, Ont M4P 1G2
Tel: (416)483-4313 Empl: 310

Ms. Melanie Parker -Consultant

CONSULTING

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St. Paul Fire & Marine Insurance Co

55 University Avenue, Suite 200
Toronto, Ont M5J 2L3
Tel: (416)366-8301 Empl: 76

Mr. Barry Wilson -Vice President

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State Contractors Inc.

74 Martin Ross Avenue
Downsview, Ont M3J 2L4
Tel: (416)661-0610 Empl: 4

Mr. Tom Flynn -President

TURNKEY SYSTEMS

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Sterling Software Int'l (Canada) Inc.

2235 Sheppard Avenue East, Suite 901
Toronto, Ont M2J 5A6
Tel: (416)492-3000 Empl: 10

Mr. Keith Rickard -Vice President

RETAILER

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Strohn Systems Inc.

802 The Queensway, Suite 100
Toronto, Ont M8Z 1N5
Tel: (416)252-6306 Empl: 15

Mr. R. Wheeler -President

VALUE ADDED RESELLER

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Sumquest Software
Ryerson Innovation Centre

350 Victoria Street
Toronto, Ont M5B 2K3
Tel: (416)979-6779 Empl:

Mr. Ross MacNaughton -President

SOFTWARE DEVELOPMENT

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Superior Business Machines Ltd.

34 Progress Avenue
Scarborough, Ont M1P 2Y4
Tel: (416)291-8863 Empl: 30

Mr. John Pollard -Manager

RETAILER

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Symbolics Canada Inc.

5915 Airport Road, Suite 200
Mississauga, Ont L4V 1T1
Tel: (416)671-0510 Empl: 8

Mr. Ron Reardon -General Manager

DISTRIBUTOR

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Synerlogic Inc.

160 Bloor Street East, Suite 934
Toronto, Ont M4W 1B9
Tel: (416)923-6585 Empl: 350

Mr. Keith Lee -Manager

CONSULTING

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Sun Microsystems of Canada Inc.

200 Cochrane Drive
Markham, Ont L3R 8E7
Tel: (416)477-6745 Empl: 50

Mr. S. Horsley -Program Specialist

HARDWARE MANUFACTURER

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Symbatech Systems Inc.

2323 Yonge Street, Suite 202
Toronto, Ont M4P 2C9
Tel: (416)487-1163 Empl: 2

Mr. Stephen Markson -President

COMPUTER SERVICES

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Synchronized Software Inc.

401 Magnetic Drive, Unit 1
Downsview, Ont M3J 3H9
Tel: (416)665-6597 Empl: 3

Mr. Stephen Lau -President

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Syntax Systems Ltd.

10 Milner Business Court, Suite 615
Scarborough, Ont MiB 3C6
Tel: (416)297-7788 Empl: 14

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Syntronics Inc.

50 West Wilmot Street
Richmond Hill, Ont L4B 1M5
Tel: (416)764-8620 Empl: 25

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System Dynamics Corp.

151 Esna Park Drive
Markham, Ont L3R 3B1
Tel: (416)475-5155 Empl: 40

Mr. Frank Ciacci -Marketing Director

SOFTWARE DEVELOPMENT

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Systematix Consultants Inc.

33 Yonge Street, Suite 1170
Toronto, Ont M5E 1G4
Tel: (416)862-8030 Empl: 60

Mr. Larry McNichol -Marketing Director

CONSULTING

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Systemhouse Inc.

146 Front Street West, Suite 750
Toronto, Ont M5J 1G2
Tel: (416)595-9666 Empl: 400

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SOFTWARE DEVELOPMENT

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System Builders Ltd.

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Mississauga, Ont L4W 4N8
Tel: (416)670-0501 Empl: 10

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Systematic Computer Services

291 Woodlawn Road West, Unit 7B
Guelph, Ont N1H 7L6
Tel: (519)836-9201 Empl: 11

Mr. Gary Gehiere -Partner

SOFTWARE DEVELOPMENT

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Systemetrix Systems Ltd.

251 Consumers Road, Suite 100
Willowdale, Ont M2J 4R3
Tel: (416)496-1922 Empl: 30

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Systems Applications Canada Ltd.

First Canadian Place, Unit 5900
P.O. Box 24
Toronto, Ont M5X 1K2
Tel: (416)363-7725 Empl: 8

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SOFTWARE DEVELOPMENT

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Systems Interface Ltd.

1511 Merivale Road
Nepean, Ont K2G 3J3
Tel: (613)225-3623 Empl: 14

Mr. Garry Dowall -General Manager

SOFTWARE DEVELOPMENT

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Systems Network

2025 Sheppard Avenue East, Suite 210
Toronto, Ont M2J 1V7
Tel: (416)490-0215 Empl: 4

Mr. Wayne Barnard -Manager

CONSULTING

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Systerm Inc.

7100 Woodbine Avenue, Suite 111
Markham, Ont L3R 5J2
Tel: (416)494-4950 Empl: 11

Mr. Michail Bilyj -Sales & Support Dir.

RETAILER

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TCP Business Systems

3235 14th Avenue
Markham, Ont L3R 2L6
Tel: (416)470-2555 Empl: 18

Mr. Murray Desnoyer -President

SOFTWARE DEVELOPMENT

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TDI Computer Systems Ltd.

208 Evans Avenue
Toronto, Ont M8Z 1J7
Tel: (416)252-7181 Empl: 3

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Ottawa, Ont K1P 5E4
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Mr. Meredith Egam -Manager

OTHER: PERSONNEL PLACEMENT

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TGB Product Services

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Kingston, Ont K7M 1P1
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92 Gough Avenue
Toronto, Ont M4K 3N8
Tel: (416)463-7095 Empl: 1

Mr. David Mason -President

CONSULTING

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4121 Lawrence Avenue East, Suite 107
Scarborough, Ont M1E 2S2
Tel: (416)284-8586 Empl: 7

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Tacit Computerworks

R.R. #2, P.O. Box 471
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Tel: (416)854-0415 Empl:

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T.K.A. Ltd. (Talbot Kelly Associates)

47 Colborne Street, Suite 302
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Mr. Giles Talbot Kelly -Owner

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TRS Management Ltd.

450 Alliance Avenue
Toronto, Ont M6N 2J2
Tel: (416)769-4156 Empl: 4

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CONSULTING

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T.W. Techwrite Ltd.

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1017 Plante Drive
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Tel: (613)521-3846 Empl: 3

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CONSULTING

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Talisman Software Inc.

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Willowdale, Ont M2N 5X7
Tel: (416)488-0149 Empl: 2

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SOFTWARE DEVELOPMENT

Tallgrass Technologies Canada

1775 Meyerside Drive, Unit 1
Mississauga, Ont L5T 1E2
Tel: (416)673-3244 Empl: 16

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Tandem Computers Canada Ltd.

7270 Woodbine Avenue
Markham, Ont L3R 4B9
Tel: (416)475-8222 Empl: 140

Mr. Bjorn Ahlblad -President

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Tando Corp.

1555 Glenora Drive
London, Ont N5X 1V7
Tel: (519)663-9461 Empl: 8

Mr. Patrick O'Kelly -President

SOFTWARE DEVELOPMENT

Taurus Computer Products Inc.

1140 Morrison Drive, Suite 110
Ottawa, Ont K2H 8S9
Tel: (613)596-3910 Empl: 12

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Taycotronics Inc.

2570 Haines Road, Unit 4B
Mississauga, Ont L4Y 4A3
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SYSTEMS INTEGRATORS

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275 Comstock Road
Scarborough, Ont M1L 2H2
Tel: (416)288-0550 Empl: 4

Mr. P. Richardson -President

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275 Comstock Road
Scarborough, Ont M1L 2H2
Tel: (416)288-0550 Empl: 3

Mr. Peter Richardson -President

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Technetronic Inc.

16 Concourse Gate, Suite 100
Nepean, Ont K2E 7S8
Tel: (613)727-5681 Empl: 12

Mr. Eric Ho -Product Manager

SOFTWARE DEVELOPMENT

Tedac Computer Services Inc.

1260 Bay Street, Basement
Toronto, Ont M5R 2B1
Tel: (416)923-7344 Empl: 11

Mrs. Helen Hatcher -Manager

COMPUTER SERVICES

Tel-Trac Systems Inc.

1291 Matheson Blvd. East
Mississauga, Ont L4W 1R1
Tel: (416)625-9551 Empl: 7

Mr. John Andrews -President

SOFTWARE DEVELOPMENT

Telecompute Integrated System Inc.

116 Skyway Avenue
Rexdale, Ont M9W 4Y9
Tel: (416)674-8220 Empl: 14

Mr. C.M. Mehta -President

RETAILER

Techtronix Canada Inc.
Design Automation Group

50 Alliance Blvd.
P.O. Box 6500
Barrie, Ont L4M 4V3
Tel: (705)737-2700 Empl: 8

Mr. Bob Brown -President

SOFTWARE DEVELOPMENT

Tektronix Canada Inc.

1642 Woodward Drive
Ottawa, Ont K2C 3R8
Tel: (613)225-2850 Empl: 70

Mr. Ralph Cameron -Office Manager

MANUFACTURER'S REPRESENTATIVE

Telecommunications Terminal Systems

123 Front Street West, Suite 300
Toronto, Ont M5J 2M2
Tel: (416)756-4900 Empl: 163

Mr. Withers -President

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Telemus Electronic Systems Inc.

310 Moodie Drive
Nepean, Ont K2H 8G3
Tel: (613)726-1102 Empl: 33

Mr. Mike Gale -President

SOFTWARE DEVELOPMENT

Teleride/Sage

156 Front Street West, 5th Floor
Toronto, Ont M5J 2L6
Tel: (416)596-1940 Empl: 85

Mr. Mike Kieran -President

SOFTWARE DEVELOPMENT

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Tenet Computer Group Inc.

1111 Finch Avenue West, Suite 165
Downsview, Ont M3J 2E5
Tel: (416)665-3068 Empl: 21

Mr. Tony Horak -President

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Data Systems Group

41 Shelley Road
Richmond Hill, Ont L4C 5G4
Tel: (416)884-9181 Empl: 2

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Thomas Communications

1 Eva Road
Etobicoke, Ont M9C 4Z5
Tel: (416)622-8964 Empl: 6

Mr. Harry Thomas -President

SOFTWARE DEVELOPMENT

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Teleterm Inc.

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Markham, Ont L3R 3A5
Tel: (416)475-5666 Empl:

Mr. Bent -President

OTHER: RENTING HARDWARE & SOFTWARE

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Testpoint Technical Services Inc.

1295 Eglington Avenue East
Mississauga, Ont L4W 3E6
Tel: (416)624-0320 Empl: 93

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COMPUTER SERVICES

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19 Red Deer Avenue
Scarborough, Ont M1N 2Y9
Tel: (416)694-0167 Empl: 2

Mr. Michael Sutton

CONSULTING

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W.E. Thorp Associates Ltd.

181 Richmond Road
Ottawa, Ont K1Z 6W3
Tel: (613)729-6978 Empl: 5

Mr. W.E. Thorp -President

SOFTWARE DEVELOPMENT

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Thoughtware Inc.

67 Lakeshore Road East
Mississauga, Ont L5G 1C9
Tel: (416)278-3798 Empl: 3

Mr. Dan Eustace -Marketing VP

SOFTWARE DEVELOPMENT

Topological Softools Ltd.

234 Eglinton Avenue East, Suite 304
Toronto, Ont M4P 1K5
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RESEARCH AND EXPERIMENTAL DEVELOPMENT

Touche Ross & Partners

100 King Street West, P.O. Box 12
One First Canadian Place
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Tel: (416)364-7188 Empl: 150

Mr. David Wilson -Partner

CONSULTING

Tracker Industries Ltd.

6-A Tilbury Court, Unit 5
Brampton, Ont L6T 3T4
Tel: (416)762-8744 Empl: 5

Mr. L. Fedyna -President

SOFTWARE DEVELOPMENT

Timeplex Canada Inc.

90 Nolan Court, Unit 44
Markham, Ont L3R 4L9
Tel: (416)475-1961 Empl: 60

Mr. George Arkeveld -Sales Director

SOFTWARE DEVELOPMENT

Tordata Services Ltd.

P.O. Box 276, Station A
Rexdale, Ont M9W 5L3
Tel: (416)675-8838 Empl: 8

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CONSULTING

Tracan Electronics Corp.

1200 Aerowood Drive, Unit 4
Mississauga, Ont L4W 2S7
Tel: (416)625-7752 Empl: 15

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DISTRIBUTOR

Triad Systems Canada Ltd.

5 Director Court, Suite 102
Woodbridge, Ont L4L 4S5
Tel: (416)856-0344 Empl: 14

Ms. Rosemary MacIntosh -Finance Mgr.

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Tricor Systems and Consulting Ltd.

1530 Markham Road, Suite 501
Scarborough, Ont M1B 3G4
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Mr. Felix Lee -President

SOFTWARE DEVELOPMENT

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Trilogic Data Systems

20 Eglinton Avenue West, Suite
Toronto, Ont M4R 1K8
Tel: (416)489-6993 Empl: 10

Mr. George Grunwald -Vice Presi

SOFTWARE DEVELOPMENT

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Tristar Data Systems

314 Davenport Road, Designers Walk
Toronto, Ont M5R 1K6
Tel: (416)922-7700 Empl: 32

Mr. Dave Gardy -Vice President

TURNKEY SYSTEMS

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Tuttle, Shore & Gower

3080 Yonge Street, Suite 4012
Toronto, Ont M4N 3N1
Tel: (416)488-7248 Empl: 4

Mr. R. Tuttle -Partner

OTHER: VENTURE CAPITAL

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Tycho Research Associates Ltd.

995 Waterloo Street
London, Ont N6A 3X4
Tel: (519)679-1367 Empl: 3

Mr. Edward H. Hanis -President

SOFTWARE DEVELOPMENT

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Tydac Technologies Inc.

1600 Carling Avenue, Suite 310
Ottawa, Ont K1Z 8R7
Tel: (613)722-7472 Empl: 25

Mr. Giulio Maffini -President

SOFTWARE DEVELOPMENT

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Tyler R Enterprises Ltd.

P.O. Box 487
Brampton, Ont L6V 2L4
Tel: (416)451-6166 Empl: 4

Mr. Reg Tyler -President

CONSULTING

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Ultimate Canada

40 Bathurst Drive
Waterloo, Ont N2V 1V6
Tel: (519)885-4546 Empl: 125

Mr. Al Price -President

VALUE ADDED RESELLER

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Ultrapick Computer Corp.

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Toronto, Ont M1P 2Y4
Tel: (416)486-8504 Empl: 28

Mr. David Feliciant -President

VALUE ADDED RESELLER

Unibusy Inc.

3397 American Drive, Suite 12
Mississauga, Ont L4V 1T8
Tel: (416)675-2366 Empl: 4

Mr. Gerhard Richter -President

SOFTWARE DEVELOPMENT

Unicus Corp.

387 Bloor Street East, 5th Floor
Toronto, Ont M4W 1H7
Tel: (416)967-1320 Empl: 8

Mr. Scott Thurlow -Marketing Director

SOFTWARE DEVELOPMENT

Unisys Canada Inc.

2001 Sheppard Avenue East
North York, Ont M2J 4Z7
Tel: (416)495-4520 Empl: 300

Mr. E. Garcia -Marketing Director

HARDWARE MANUFACTURER

Urbanprobe Associates

P.O. Box 12, Station Q
Toronto, Ont M4T 2L7
Tel: (416)963-8351 Empl: 3

Mr. G. Banz -President

SOFTWARE DEVELOPMENT

Ursel Systems Ltd.

1755 Woodward Drive
Ottawa, Ont K2C 0P9
Tel: (613)224-5618 Empl: 28

Mr. Lorne V. Ursel -President

RESEARCH AND EXPERIMENTAL DEVELOPMENT

Usable Systems

6 Lowrie Crescent
Tillsonberg, Ont N4G 4C9
Tel: (519)688-0288 Empl: 1

Mr. Joe Kuhl -President

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Usertech Inc.

505 Hood Road, Suite 23
Markham, Ont L3R 5V6
Tel: (416)470-0878 Empl: 3

Mr. J. Lipchitz -Vice President

SOFTWARE DEVELOPMENT

Utlas International Ltd.

80 Bloor Street West, 2nd Floor
Toronto, Ont M5S 2V1
Tel: (416)923-0890 Empl: 140

Mr. Bob Eastman -Marketing Manager

COMPUTER SERVICES

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Vadeko International Inc.

6535 Mill Creek Drive, Unit 62
Mississauga, Ont L5N 2M2
Tel: (416)821-3222 Empl: 80

Mr. John Gibson -General Manager

OTHER: SYSTEMS ENGINEERS

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Valcom Ltd.

P.O. Box 603
Guelph, Ont N1H 6L3
Tel: (519)824-3220 Empl: 120

Mr. Bob Michols -Purchasing Manager

SOFTWARE DEVELOPMENT

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Venn Co.

130 Slater Street, Suite 210
Ottawa, Ont K1P 6E2
Tel: (613)594-5650 Empl: 3

Mr. Gordon Briscoe -President

SOFTWARE DEVELOPMENT

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VCI Controls Inc.

3 Amberwood Crescent
Nepean, Ont K2E 7L1
Tel: (613)226-6712 Empl: 60

Mr. Hubert L. Stephens -President

TURNKEY SYSTEMS

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Valcom Ltd.

75 Albert Street, Suite 1105
Fuller Building
Ottawa, Ont K1P 5E7
Tel: (613)594-4563 Empl: 72

Mr. Eric Alain -Manager

SOFTWARE DEVELOPMENT

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Valley Technologies

P.O. Box 250
Victoria Street
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Tel: (613)624-5516 Empl: 3

Ms. Susan Hamilton -Technical Supp

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30 Addison Street
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Tel: (416)884-7489 Empl: 4

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SOFTWARE DEVELOPMENT

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Versatec

251 Consumers Road, Suite 802
Willowdale, Ont M2J 4T5
Tel: (416)494-8204 Empl: 15

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HARDWARE MANUFACTURER

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94 Laird Drive
Toronto, Ont M4G 3V2
Tel: (416)467-7300 Empl: 4

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SOFTWARE PUBLISHER

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Visitech Graphic Resources Inc.

2580 Matheson Blvd. East
Mississauga, Ont L4W 4J1
Tel: (416)238-9221 Empl: 1

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SOFTWARE DEVELOPMENT

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WP Conversions Inc.

181 University Avenue, Suite 1202
Toronto, Ont M5H 3M7
Tel: (416)862-7115 Empl:

Ms. Audrey Duff -President

COMPUTER SERVICES

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WITS-World Science & Technology

235 Yorkland Boulevard, Suite 901
Willowdale, Ont M2J 4Y8
Tel: (416)494-4424 Empl:

Dr. Edward Ayoub -President

SOFTWARE DEVELOPMENT

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Wandel & Goltermann

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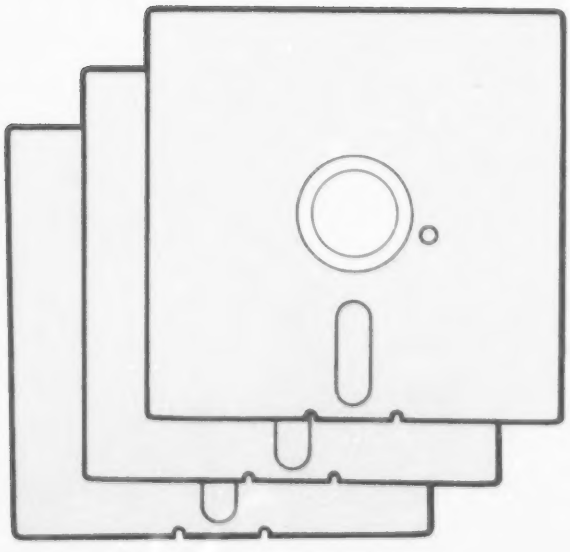
L'industrie ontarienne des logiciels

Profil et répertoire



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MINISTÈRE DE L'INDUSTRIE, DU COMMERCE ET DE LA TECHNOLOGIE

MINISTÈRE DE L'INDUSTRIE,
DU COMMERCE ET
DE LA TECHNOLOGIE

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Monte Kwinter
Ministre

: L'imprimeur de la Reine pour l'Ontario, 1988

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L'INDUSTRIE ONTARIENNE DES LOGICIELS

Profil et répertoire

Rédigé par la

Direction de la politique technologique
Ministère de l'Industrie, du Commerce
et de la Technologie

Juin 1988

Ontario

Office of the
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du ministre

Ministry of
Industry, Trade
and Technology

Ministère de
l'Industrie, du Commerce
et de la Technologie

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Le secteur des logiciels présente pour l'Ontario de grandes possibilités sur le plan économique. Pourtant, cette importante industrie demeure relativement méconnue.

Pour stimuler la croissance des entreprises dynamiques du secteur des logiciels, la Direction de la politique technologique du ministère de l'Industrie, du Commerce et de la Technologie a élaboré une base de données complète ainsi qu'un profil de l'industrie.

Ces renseignements, améliorés et augmentés dans les futures éditions, seront mis à la disposition de tous les intéressés.

Le secteur des logiciels de l'Ontario a devant lui un avenir prometteur. Nous espérons que le service que nous lui offrons l'aidera à exploiter toutes ses possibilités.

Juin 1988

Le ministre de l'Industrie,
du Commerce et de la
Technologie,

Monte Kwinter

GUIDE DE L'INDUSTRIE ONTARIENNE DES LOGICIELS

Le profil et le répertoire de l'industrie ont été rédigés par la Direction de la politique technologique du ministère de l'Industrie, du Commerce et de la Technologie. Les informations qu'ils contiennent sont tirées de renseignements fournis par l'industrie et de publications.

L'objet du profil est de donner des renseignements jusqu'ici inaccessibles sur l'industrie. Les annexes contiennent des renseignements utiles sur les associations industrielles et les programmes gouvernementaux. Enfin, le répertoire comprend une liste de plus de 1 000 compagnies ontariennes du secteur des logiciels, classées par ordre alphabétique selon l'activité principale. On peut l'obtenir sur disquettes moyennant des frais minimes. Téléphonez au (416) 965-7972.

Si votre société ne figure pas dans le répertoire et que vous vouliez qu'elle soit mentionnée dans la prochaine édition, veuillez nous le faire savoir. Les corrections et mises à jour peuvent être envoyées au Centre d'information sur les entreprises, situé au 900, rue Bay, Toronto (Ontario) M7A 2E1, ou communiquées par téléphone au (416) 965-7972.

On peut obtenir des exemplaires supplémentaires à la Librairie du gouvernement de l'Ontario, située au 880, rue Bay, à Toronto. Pour commander par téléphone, composez le 965-6015 à Toronto et le 1-800-268-7540 ailleurs. Si votre indicatif régional est 807, appelez la téléphoniste et demandez le Zénith 67200.

Juin 1988

L'INDUSTRIE ONTARIENNE DES LOGICIELS

Profil

L'INDUSTRIE ONTARIENNE DES LOGICIELS

SOMMAIRE

Un profil de l'industrie ontarienne des logiciels a été élaboré à partir d'une analyse des réponses à un questionnaire détaillé rempli par des membres de l'industrie. Il contient les renseignements les plus complets et les plus récents sur cette importante industrie, qui répondent pour la première fois à de nombreuses questions.

L'Ontario est le chef de file canadien en matière de recherche-développement et de commercialisation de logiciels. Cette industrie présente en outre d'importantes possibilités de croissance pour l'avenir.

Points saillants et principales conclusions de l'enquête

L'industrie

- Plus de 1 000 entreprises de logiciels ont été dénombrées en Ontario
- Les revenus de l'industrie s'élèvent à 1,3 milliard de dollars
- La plupart des entreprises sont petites et fermées
- L'âge moyen des entreprises est de 7,6 ans
- La plupart des entreprises s'autofinancent; peu sont financées par du capital de risque ou le marché public
- Les entreprises font partie d'un grand nombre d'associations et de groupes d'usagers dont aucun n'en regroupe la majorité

Produits

- Environ 5 000 logiciels personnalisés et progiciels ont été conçus et lancés par des entreprises ontariennes au cours des dernières années
- Les logiciels de gestion de données sont les plus populaires, suivis des utilitaires et des logiciels de bureautique

Clientèle

- La plupart des entreprises vendent leurs produits directement aux usagers, puis à des experts-conseils et à des distributeurs

- Quarante pour cent des répondants ont déjà vendu des logiciels au gouvernement de l'Ontario

Exportations

- La moitié des entreprises font de l'exportation, surtout aux États-Unis. Parmi les autres marchés importants, on relève le Royaume-Uni et l'Europe

- Les entreprises spécialisées dans la conception de logiciels exportent plus que la moyenne

- Il existe une corrélation positive significative entre les entreprises exportatrices, celles qui font de la recherche-développement et celles qui vendent leurs produits directement aux usagers

Recherche-développement

- Selon les répondants, 250 millions de dollars (en moyenne 20 % des ventes) seraient consacrés à la recherche-développement

- Les deux tiers des entreprises font de la RD dans le domaine des logiciels

- Un total de 4 800 employés sont affectés à la recherche-développement

Entreprises à faible chiffre d'affaires

- Produits inférieurs à 200 000 $

- Quarante pour cent des entreprises font partie de cette catégorie

- Le chiffre d'affaires de ces entreprises s'élève au total à 50 millions de dollars (4 % de l'ensemble de l'industrie)

- Ces entreprises ont été fondées il y a 4,9 ans en moyenne

- Ces entreprises font plus de recherches que la moyenne

Entreprises à chiffre d'affaires moyen

- Produits de 200 000 $ à 2 000 000 $
- Trente-six pour cent des entreprises font partie de cette catégorie
- Le chiffre d'affaires de ces entreprises s'élève au total à 325 millions de dollars (25 % de l'ensemble de l'industrie)
- Ces entreprises ont été fondées il y a 7,4 ans en moyenne
- Ces entreprises sont plus orientées vers la commercialisation que les petites entreprises

Entreprises à chiffre d'affaires élevé

- Produits supérieurs à 2 000 000 $
- Vingt-quatre pour cent des entreprises font partie de cette catégorie
- Le chiffre d'affaires de ces entreprises s'élève au total à 925 millions de dollars (71 % de l'ensemble de l'industrie)
- Ces entreprises ont été fondées il y a 10 ans en moyenne
- Ces entreprises font plus de la moitié des dépenses en RD de l'industrie

Conclusions

- Renseignements uniques et à jour sur l'industrie
- Les entreprises conçoivent des produits qu'elles lancent sur les marchés mondiaux
- L'industrie fait beaucoup de recherche-développement afin de demeurer concurrentielle sur le plan technologique

- Problèmes et constatations :

  . L'industrie s'intéresse aux logiciels personnalisés plutôt qu'aux progiciels de masse, secteur en plein essor et éventuellement plus rentable

  . L'industrie n'est pas assez dynamique en commercialisation et en relations publiques

  . Les réseaux de distribution et les marchés étrangers sont mal exploités

  . L'industrie et les marchés sont dynamiques, diversifiés et difficiles à définir

L'INDUSTRIE ONTARIENNE DES LOGICIELS

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I INTRODUCTION

Les logiciels constituent le moteur d'une économie d'information. Ils seront peut-être la ressource la plus importante qui permettra de garantir le succès économique dans l'avenir.

CONTENU

Le présent rapport s'adresse à l'industrie ontarienne des logiciels. Sa clientèle ainsi que les personnes qui cherchent des renseignements sur les entreprises de logiciels de l'Ontario pourront également profiter des renseignements qu'il contient.

Le rapport est divisé en quatre parties :

1. Profil de l'industrie
2. Liste des associations
3. Description des programmes d'aide du gouvernement de l'Ontario
4. Répertoire de plus de 1 000 entreprises de l'industrie ontarienne des logiciels

Il s'agit du profil et du répertoire les plus complets et les plus récents sur l'industrie ontarienne des logiciels. Nous croyons que c'est la première fois que sont réunis en un seul document tous les renseignements qu'ils contiennent.

OBJET

Consciente des importantes possibilités que présente la conception de logiciels pour l'économie de la province, la Direction de la politique technologique du ministère de l'Industrie, du Commerce et de la Technologie a mené une enquête exhaustive dans le but de déterminer les éléments de l'industrie ontarienne des logiciels. Les renseignements recueillis, qui ont été vérifiés et versés dans une base de données, aideront l'industrie à se définir dans son ensemble et en fonction de ses divers éléments, et permettront à la province d'élaborer des politiques. Le répertoire, qui contient une liste de plus de mille entreprises, constituera pour l'industrie un outil de référence qui sera constamment tenu à jour. Plus tard cette année, le répertoire sera amélioré et mis à jour pour contenir de plus amples renseignements sur les produits. Ces renseignements pourront être obtenus sous forme écrite et sur disquette, en format ASCII.

ÉLABORATION DU PROFIL

Plus de mille entreprises de l'industrie des logiciels ont fourni des renseignements sur leurs activités. Parmi elles, plus de 200 ont rempli un questionnaire détaillé et confidentiel sur leurs produits d'exploitation, leurs marchés et leurs activités de recherche-développement et de financement, et ont fourni des renseignements sur leurs produits en ce qui concerne leurs applications, le matériel requis et les langages de programmation. Ces renseignements ont été réunis avec des informations provenant d'autres sources pour élaborer le profil de l'industrie en Ontario.

II CONTEXTE

TENDANCES DANS L'INDUSTRIE

Le traitement des données a connu une évolution spectaculaire. Aux gros ordinateurs centraux se sont ajoutés les mini-ordinateurs et les micro-ordinateurs. Nous sommes de plus en plus exposés aux ordinateurs et nous nous familiarisons avec eux, que ce soit au bureau, à l'usine, à l'école ou au foyer. L'amélioration des connaissances en informatique, en plus de l'utilisation croissante et du prix toujours plus abordable des ordinateurs, stimulent la demande de logiciels plus nombreux et de meilleure qualité pour effectuer un large éventail de fonctions. Parmi les produits populaires, on trouve les logiciels de traitement de texte, les tableurs, les bases de données et les logiciels de réseaux, ainsi que les logiciels de graphiques et les didacticiels.

Dans le secteur des services, l'industrie des logiciels est peut-être celle qui connaît la croissance la plus rapide. Comme c'est le cas pour la plupart des entreprises du secteur tertiaire, elle constitue une industrie de main-d'oeuvre plutôt qu'une industrie de capital. Ses produits sont fondés sur l'information, non sur des matériaux.

Un logiciel est composé d'un jeu d'instructions qui dirige le fonctionnement d'un ordinateur et lui donne son incroyable souplesse. À l'heure actuelle, l'industrie des logiciels connaît une croissance spectaculaire en Amérique du Nord. Cette tendance suit naturellement l'explosion du marché des ordinateurs personnels des années 80.

L'évolution du matériel informatique, qui met à la disposition de l'usager une puissance de traitement apparemment illimitée dans un appareil relativement petit et abordable, a également contribué à l'essor de l'industrie des logiciels. Par exemple, il existe sur le marché des microprocesseurs plus puissants qu'une salle pleine de gros ordinateurs conçus il y a 10 ou 15 ans. Ces microprocesseurs, qui ne mesurent qu'un pouce de longueur, sont dotés d'une mémoire qui équivaut à 6 000 anciens ordinateurs personnels. Plus que jamais, les fabricants de logiciels sont en mesure de répondre à la demande croissante de logiciels intelligents et conviviaux dans le but de rendre ces progrès spectaculaires accessibles au grand public.

La programmation nécessaire à la conception de logiciels conviviaux demande beaucoup de temps et coûte très cher.

En ce qui concerne la conception de logiciels de systèmes et d'applications, l'industrie s'oriente progressivement vers les progiciels, les produits personnalisés cédant peu à peu la place aux produits de masse. Par conséquent, les coûts sont réduits et les produits sont plus accessibles. Les entreprises canadiennes sont en général bien établies sur les marchés du traitement de données et des logiciels personnalisés, qui sont plus anciens. Cependant, elles n'occupent pas une place importante sur le marché des progiciels.

SURVOL DE L'INDUSTRIE DES LOGICIELS AU CANADA

En 1985, le marché mondial des logiciels était évalué à plus de 65 milliards de dollars; on prévoit qu'il atteindra 120 milliards de dollars vers 1990.

Scène internationale

Le Canada n'occupe qu'une très petite place sur le marché international des logiciels, et il n'obtient qu'une part négligeable des chiffres mondiaux de vente de ces produits. Ainsi, la vente de progiciels et de services connexes au Canada devrait rapporter plus de 2,5 milliards de dollars vers 1990 par rapport à 1,6 milliard de dollars en 1985. C'est l'Ontario qui réalise la majeure partie de ce chiffre. En effet, près de la moitié des entreprises canadiennes de logiciels se trouvent, pense-t-on, en Ontario, et le reste au Québec, en Alberta et en Colombie-Britannique.

Les États-Unis constituent de loin le chef de file mondial, avec plus de la moitié du marché. Suivent le Japon, la France et le Royaume-Uni, avec au total à peu près le quart du marché. Le Canada ne détient qu'environ 1 pour 100 du marché mondial.

Aux États-Unis, plus de la moitié des chiffres d'affaires mondiaux sont tirés de la vente de progiciels, alors que les autres grands pays fournisseurs vendent surtout des logiciels personnalisés. La société IBM domine l'industrie sur le plan mondial. Parmi les autres grandes sociétés, on relève Unisys, Computer Sciences, Digital Equipment, Control Data, Scicon, Cap Gemini Sogeti, NCR et Honeywell.

Avec le développement de l'industrie, on prévoit que les entreprises indépendantes occuperont une part de plus en plus importante du marché mondial des progiciels. Alors que l'industrie du matériel informatique est dominée par de très grandes multinationales, seul un petit nombre d'entreprises de logiciels ont un chiffre d'affaires supérieur à 100 millions de dollars.

Scène canadienne

Le Canada détient un certain nombre d'avantages pour le développement d'une industrie des logiciels d'envergure mondiale. Le Canada est un pays fortement éduqué comportant une base importante et influente d'usagers ainsi que des spécialistes de l'informatique hautement qualifiés. En outre, on trouve en Ontario de nombreuses entreprises de logiciels; bien qu'elles soient relativement petites, elles sont reconnues dans le monde entier pour leur expertise en génie logiciel, en didacticiels, en logiciels de vidéotex et dans d'autres secteurs. L'Ontario est bien placée pour devenir le centre de ce développement, car le monde des affaires et celui de l'informatique s'y trouvent concentrés.

Les modifications à la législation qui ont été proposées permettraient de mieux exploiter ces possibilités. La nouvelle loi sur les droits d'auteur (projet de loi C-60), actuellement à l'étude au Sénat, améliorerait beaucoup la protection contre le piratage. Elle offrirait une protection complète des droits d'auteur, appuyée de lourdes sanctions.

Lacunes sur le plan de la commercialisation

De nombreux observateurs de l'industrie sont d'avis que les entreprises canadiennes de logiciels devraient se lancer à fond dans le secteur des progiciels et dans celui des logiciels personnalisés. Pour trouver un créneau dans ce marché dynamique, il leur faudra effectuer des études de marché. En effet, il est important de définir les besoins du marché avant d'élaborer et de vendre des produits qui permettront d'y répondre.

La plupart des petites et moyennes entreprises canadiennes du secteur des logiciels ne sont pas concurrentielles sur le marché des logiciels de masse. En raison de leur taille et des lacunes qu'elles présentent sur les plans de la commercialisation et de la gestion, il leur est particulièrement difficile de se mesurer à leurs concurrents mondiaux, qui ont fait leurs armes dans le secteur du matériel informatique.

On dit souvent que les entreprises canadiennes de logiciels ne savent pas se vendre ni vendre leurs produits, en particulier à l'extérieur du marché canadien. Ce point faible est l'une des principales raisons pour lesquelles 80 pour 100 des progiciels de masse utilisés aujourd'hui au Canada viennent des États-Unis. L'exploitation insuffisante des réseaux de distribution témoigne de ces lacunes en matière de commercialisation. On reconnaît donc que l'accès à des réseaux de distribution constitue un facteur essentiel de succès.

Les entreprises canadiennes de logiciels doivent améliorer leurs capacités de commercialisation, car si l'industrie ne réussit pas à pénétrer les marchés mondiaux, elle ne connaîtra pas la croissance que lui permettent ses possibilités.

III PROFIL DE L'INDUSTRIE ONTARIENNE DES LOGICIELS

La présente partie énonce les conclusions d'une enquête menée auprès de membres de l'industrie. Les données présentées sont fondées sur les réponses à un questionnaire détaillé.

Le chiffre d'affaires des entreprises ontariennes du secteur des logiciels est évalué au total à 1,3 milliard de dollars. Le ministère a recensé plus de 1 000 entreprises de logiciels en Ontario; il y en a sans doute quelques centaines de plus. En 1987, ces entreprises employaient 66 000 personnes à temps plein et 5 000 à temps partiel ou par contrat. Il a été impossible de déterminer le nombre de personnes affectées à des activités reliées strictement aux logiciels.

L'industrie est représentée par un certain nombre d'associations, d'organismes et de groupes d'usagers mentionnés par les répondants. Parmi les organismes cités, certains sont situés aux États-Unis, et le plus populaire ne regroupait que de 6 à 7 pour 100 des entreprises. Près de la moitié des entreprises ont indiqué qu'elles ne faisaient partie d'aucune association et d'aucun groupe d'usagers. Inversement, 10 pour 100 d'entre elles faisaient partie de quatre organismes ou plus. Les associations ainsi que leur numéro de téléphone figurent à l'annexe 1.

Diversité

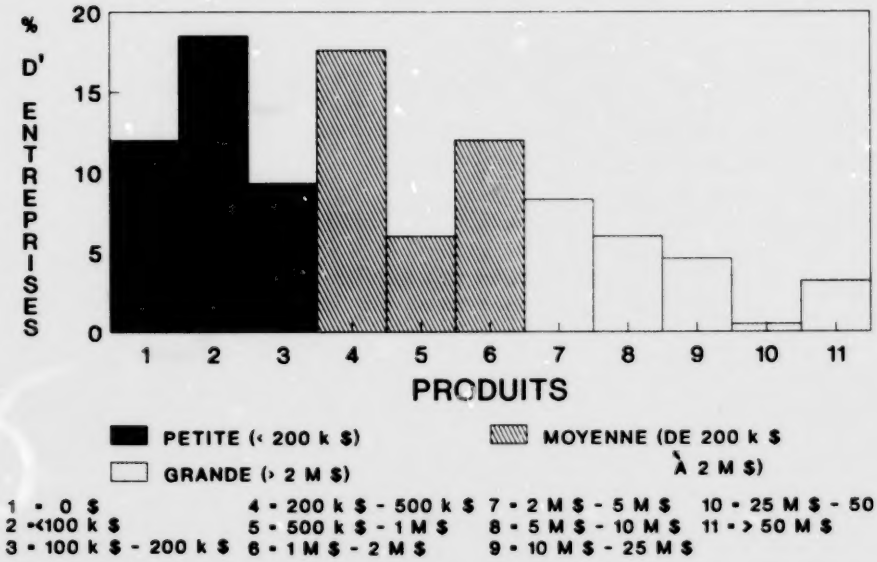
Les chiffres d'affaires des entreprises vont de zéro à près de 200 millions de dollars, et ces entreprises emploient de 1 à plus de 1 000 personnes. On trouve un grand nombre de petites et de moyennes entreprises, et quelques grandes entreprises. Elles ont été fondées il y a 7,6 ans en moyenne; 8 pour 100 il y a moins d'un an, et 4 pour 100 il y a plus de 20 ans. La plupart appartiennent intégralement à des Canadiens, et environ la moitié font de l'exportation. La majorité, ce qui n'est pas étonnant, sont situées aux environs d'Ottawa et de Toronto; 75 pour 100 se trouvent dans le sud-ouest de la province.

La plupart des entreprises sont des compagnies (80 %). Les sociétés et les entreprises individuelles en représentent 15 pour 100, le reste étant des divisions ou des filiales.

On ne peut tracer de portrait typique des entreprises ontariennes de logiciels. À des fins d'analyse, le présent profil divise les entreprises selon leur taille (petite, moyenne ou grande) en fonction de leurs chiffres d'affaires. La figure 1 illustre la répartition des entreprises en fonction des produits d'exploitation.

Figure 1

Répartition des entreprises en fonction des produits d'exploitation



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4 - 200 k $ - 500 k $
5 - 500 k $ - 1 M $
6 - 1 M $ - 2 M $
7 - 2 M $ - 5 M $
8 - 5 M $ - 10 M $
9 - 10 M $ - 25 M $
10 - 25 M $ - 50 M $
11 - > 50 M $

Petites entreprises

Les petites entreprises sont celles dont le chiffre d'affaires est inférieur à 200 000 $. Font partie de cette catégorie les entreprises qui n'ont qu'un employé aussi bien que les nouvelles entreprises qui luttent pour se tailler une place sur le marché. Quarante pour cent des entreprises font partie de cette catégorie. On estime que les entreprises de cette catégorie, fondées en moyenne il y a 4,9 ans, ont un chiffre d'affaires qui s'élève au total à 50 millions de dollars, soit 4 pour 100 des produits de l'ensemble de l'industrie.

Moyennes entreprises

Les entreprises moyennes ont un chiffre d'affaires de 200 000 $ à 2 millions de dollars. Environ 36 pour 100 des entreprises font partie de cette catégorie. La plupart ont réussi à s'établir et à surmonter les obstacles qui ont suivi leur fondation, et ont pu consolider leur expertise en matière de logiciels par des techniques de gestion et de commercialisation. On estime que ces entreprises, fondées en moyenne il y a 7,4 ans, recueillent le quart des produits de l'industrie, c'est-à-dire 25 millions de dollars.

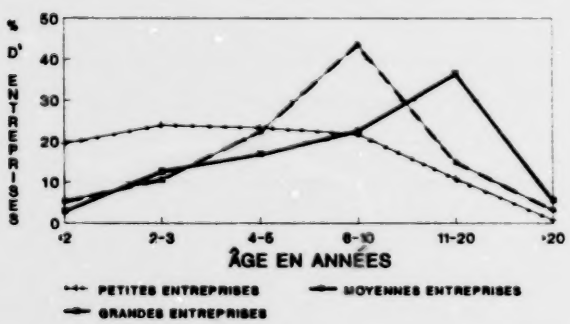
Grandes entreprises

Les grandes entreprises ont un chiffre d'affaires supérieur à 2 millions de dollars. Bien que seulement 14 pour 100 des entreprises fassent partie de cette catégorie, leurs produits totalisent environ 925 millions de dollars, ce qui représente 71 pour 100 des produits d'exploitation de l'industrie en Ontario. Les grandes compagnies font également plus de la moitié des dépenses en RD, et la participation étrangère y semble plus importante que dans les petites et moyennes entreprises.

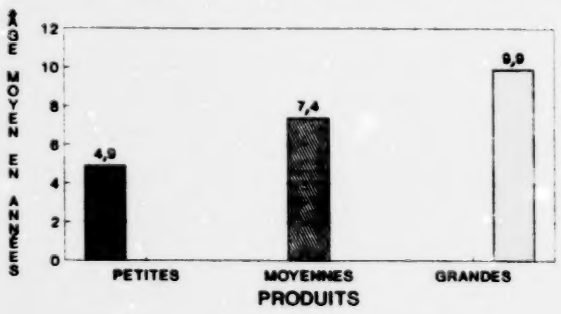
La figure 2 montre le rapport entre l'âge des entreprises et leurs produits d'exploitation.

Figure 2

Répartition des entreprises en fonction de l'âge et des produits d'exploitation



Âge moyen des entreprises en fonction des produits d'exploitation



PETITES ENTREPRISES - MOINS DE 200 k $
MOYENNES ENTREPRISES - DE 200 k $ À 2 M $
GRANDES ENTREPRISES - PLUS DE 2 M $

PRINCIPALES ACTIVITÉS DES ENTREPRISES

L'industrie des logiciels se définit de plusieurs façons. Plutôt que d'imposer une définition à l'industrie, notre enquête permet à celle-ci de se définir elle-même. Ainsi, certaines entreprises dont l'activité principale ne relève pas du domaine de l'informatique considèrent quand même faire partie de l'industrie des logiciels. Les entreprises ont été invitées à préciser leur activité principale; les réponses figurent au tableau 1. La majorité des répondants se sont définis comme étant des fabricants de logiciels, des experts-conseils ou des revendeurs de produits modifiés.

Tableau 1

Principales activités des entreprises en fonction de leur chiffre d'affaires

Activité	Petites entrep.	Moyennes entrep.	Grandes entrep.
	(Répartition en pourcentage)		
Fabrication de logiciels	47	44	17
Consultation	17	12	15
Revente de produits modifiés	10	15	17
Édition de logiciels	5	3	6
Éducation et formation	2	1	3
Distribution	7	3	9
Fabrication de matériel	3	1	11
Services informatiques	2	3	5
Vente au détail	3	3	0
Recherche-développement	2	6	1
Autre - informatique	2	6	4
Autre - non informatique	0	3	11
Total*	100 %	100 %	100 %

*Les chiffres ayant été arrondis, il est possible que les totaux n'égalent pas 100.

PRODUITS

Les entreprises ont été invitées à donner le nombre de logiciels qu'elles ont conçus elles-mêmes, ainsi que le nombre de produits conçus par d'autres entreprises qu'elles ont mis sur le marché. On leur a également demandé d'indiquer le nombre de logiciels qu'elles avaient à la fois conçus et mis elles-mêmes sur le marché.

Selon les réponses, environ 5 000 progiciels et applications auraient été conçus et mis sur le marché jusqu'à maintenant par les sociétés ontariennes de logiciels. En outre, 2 000 produits (progiciels et applications) ont été mis sur le marché par une autre entreprise ou n'ont pas encore été lancés. Les répondants ont également mis sur le marché des produits d'autres entreprises. En moyenne, ils ont conçu 1,4 application, et en ont conçu et mis sur le marché 3,6, en plus de lancer 3,5 progiciels conçus par d'autres entreprises.

On a constaté, ce qui n'est pas étonnant, que les chiffres de ventes sont proportionnels au nombre de produits conçus et mis sur le marché. Les petites entreprises conçoivent 0,1 application en moyenne, et en conçoivent et mettent sur le marché 2,3. Elles vendent également 1,5 produit provenant d'autres entreprises. Les entreprises moyennes effectuent la plupart du travail de conception; elles mettent au point 2,1 applications et en conçoivent et lancent 3,3. Elles vendent en moyenne 2,1 produits d'autres entreprises. Les grandes entreprises, quant à elles, conçoivent peu de produits qui ne sont pas mis sur le marché. Elles en conçoivent et lancent en moyenne 5,8, et mettent sur le marché 4,1 produits d'autres entreprises.

Applications

Les logiciels de gestion de données constituent le principal type d'application, suivi des logiciels utilitaires et des logiciels de bureautique. Les applications générales diffèrent très peu en fonction de la taille des entreprises, hormis le fait que les petites et les grandes conçoivent plus de produits destinés à l'éducation et à la formation que les moyennes. Ces constatations sont illustrées au tableau 2 ci-dessous. Parmi les autres applications, on trouve des progiciels destinés à la comptabilité, au génie, à la finance, à l'assurance, aux services de santé, au calcul d'hypothèques, à la vente au détail,

à la bibliothéconomie, aux communications et à la sécurité, ainsi que des applications personnalisées.

Tableau 2

Applications

Application	Petites entrep.	Moyennes entrep.	Grandes entrep.
	(Répartition en pourcentage)		
Traitement de données	22	20	24
Utilitaires/Systèmes	14	15	16
Bureautique	13	13	10
Éducation et formation	15	9	14
Traitement et présentation de texte	8	13	10
Graphiques	8	10	10
Préparation automatisée	4	5	2
Autres	15	15	14
Total*	100 %	100 %	100 %

*Les chiffres ayant été arrondis, il est possible que les totaux n'égalent pas 100.

La plupart des applications sont destinées aux micro-ordinateurs. D'ailleurs, les petites entreprises s'orientent vers les micro-ordinateurs au détriment des mini-ordinateurs et des gros ordinateurs. Au tableau 3 figure le matériel requis pour les applications.

Tableau 3

Matériel requis

Matériel requis	Petites entrep.	Moyennes entrep.	Grandes entrep.
	(Répartition en pourcentage)		
Micro-ordinateur	65	50	23
Mini-ordinateur	24	35	45
Gros ordinateur	11	15	32
Total*	100 %	100 %	100 %

*Les chiffres ayant été arrondis, il est possible que les totaux n'égalent pas 100.

MARCHÉS

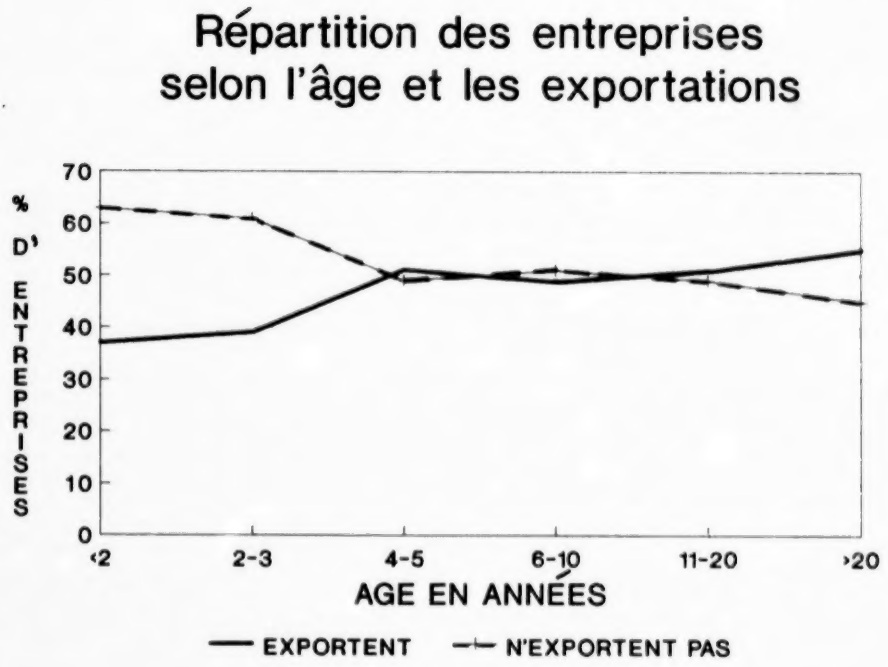
Exportation

De nombreuses entreprises ont reconnu l'importance de l'exportation, et près de la moitié d'entre elles s'y livrent. Les jeunes entreprises exportent un peu moins que celles qui ont quatre ou cinq ans. Les entreprises moyennes, quant à elles, n'exportent guère plus que les petites ou les grandes. Par ailleurs, le fait que certaines entreprises appartiennent à des étrangers ne semble pas avoir d'incidence sur les exportations. La figure 3 illustre la variation des exportations des entreprises selon leur âge.

Les entreprises fabricantes de logiciels ont fait état d'exportations plus importantes que la moyenne (60 %). Le principal marché mentionné était les États-Unis, suivi du Royaume-Uni. Les entreprises répondantes vendaient également leurs produits dans d'autres pays.

En Ontario, l'industrie peut bénéficier de programmes d'aide à l'exportation. L'annexe 2 contient des renseignements sur les programmes et leurs responsables.

Figure 3



Clientèle

L'industrie des logiciels vend ses produits à différents types d'entreprises ou de clients par l'entremise de réseaux de distribution. Les principaux clients de l'industrie sont les usagers. Parmi les autres clients importants, on relève des intermédiaires, tels que des experts-conseils, des distributeurs et des grossistes, ainsi que des éducateurs et des formateurs. Les petites entreprises vendent relativement plus de produits aux éditeurs de logiciels et aux fabricants de matériel, et moins aux revendeurs de produits modifiés que les autres. Les entreprises moyennes vendent relativement plus de produits aux usagers.

Les entreprises qui vendent leurs produits directement aux usagers exportent plus que la moyenne : 60 pour 100 d'entre elles font de l'exportation, contre 50 pour 100 de l'ensemble des entreprises.

Le tableau 4 présente une liste des clients de l'industrie dans l'ordre d'importance indiqué par les répondants.

Tableau 4

Clientèle

Client	Petites entrep.	Moyennes entrep.	Grandes entrep.
	(En ordre d'importance)		
Usagers	1	1	1
Experts-conseils	2	2	3
Distributeurs/Grossistes	4	3	4
Éducateurs/Formateurs	3	4	6
Revendeurs de produits modifiés	9	5	2
Détaillants	5	6	7
Constructeurs de matériel	8	7	5
Éditeurs de logiciels	6	8	9
Fabricants de matériel	7	9	8
Autres	10	10	10
Représentants des fabricants	11	11	11

Ventes au gouvernement de l'Ontario

La politique d'achat du gouvernement peut servir d'instrument efficace pour stimuler la croissance de l'industrie. Quarante pour cent des répondants ont réalisé une partie de leur chiffre d'affaires en vendant au gouvernement de l'Ontario. L'industrie a connu un bon succès dans ses ventes au gouvernement de l'Ontario; deux tiers des entreprises qui ont essayé de vendre à la province ont dit avoir réussi. Même si la plupart croyaient que certains de leurs produits ou services pourraient intéresser le gouvernement, plus du tiers ont dit n'avoir pas essayé d'exploiter ce marché.

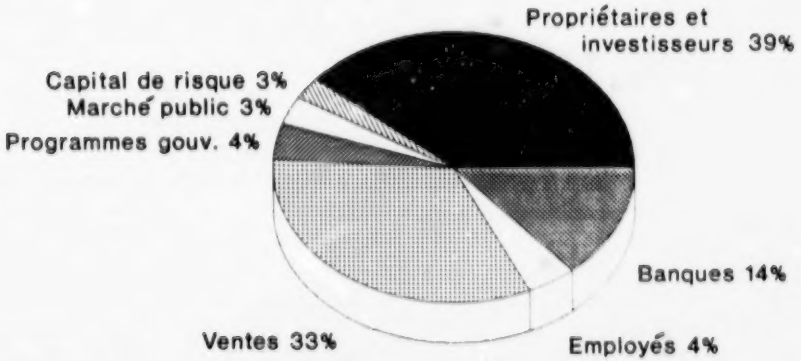
L'annexe 2 contient des renseignements visant à aider les entreprises de logiciels à vendre leurs produits au gouvernement de l'Ontario.

FINANCEMENT

Les entreprises répondantes tirent leur financement de différentes sources. La plupart s'autofinancent; le gouvernement, le capital de risque et le marché public comptent pour peu. Cette situation est attribuable à la nature risquée et pauvre en immobilisations de cette industrie. La figure 4 illustre la fréquence relative des sources de financement spécifiées par les répondants.

Figure 4

Répartition des entreprises en fonction de l'importance relative des sources de financement



Les sources de financement des petites et des moyennes entreprises sont sensiblement les mêmes. Ces entreprises recourent plus souvent que la moyenne aux produits des ventes. Les investisseurs privés et les propriétaires apportent aussi une bonne partie des fonds, contrairement au capital de risque et au marché public. Les grandes entreprises font plus appel aux banques, au marché public et au capital de risque, et moins aux investisseurs privés.

Quel que soit l'âge de la compagnie, les fonds provenant des ventes, des employés, du capital de risque et du gouvernement demeurent assez constants. Les banques et les compagnies de fiducie fournissent relativement peu de financement aux entreprises très jeunes, mais à partir de la deuxième année, le financement revient à la normale. Les investisseurs privés financent relativement plus les jeunes entreprises que les autres; ces entreprises n'ont recours au marché public qu'à partir de leur sixième année d'existence au moins.

RECHERCHE-DÉVELOPPEMENT

Selon les renseignements fournis par les répondants, l'industrie ontarienne des logiciels dépense environ 250 millions de dollars chaque année en recherche-développement. Les dépenses de conception et d'entretien font probablement partie de ce chiffre. Environ les deux tiers des entreprises font de la recherche-développement, et elles emploient à cet effet 4 800 personnes. Les dépenses en RD atteignent en moyenne 20 pour 100 du produit des ventes. Les petites entreprises font plus de recherches; elles y consacrent 40 pour 100 du produit de leurs ventes. Par contre, les entreprises moyennes dépensent en moyenne 25 pour 100 du produit de leurs ventes en RD. Les grandes entreprises (dont les produits sont supérieurs à 2 millions de dollars) effectuent plus de la moitié de la RD.

Il existe une corrélation positive entre les entreprises qui font de la recherche-développement et celles qui font de l'exportation. Les entreprises exportatrices font environ 25 pour 100 plus de recherches que les entreprises qui n'exportent pas. Cette corrélation est encore plus évidente lorsqu'il s'agit de petites entreprises exportatrices. Celles-ci font environ 66 pour 100 plus de recherches que les petites entreprises qui n'exportent pas. De même, les entreprises exportatrices moyennes font environ 50 pour 100 plus de recherches.

CONCLUSIONS

Le profil de l'industrie ontarienne des logiciels du MICT contient des renseignements uniques. Il met en lumière un certain nombre d'éléments cruciaux pour l'industrie :

- L'industrie est diversifiée et difficile à définir :
  - l'industrie est dynamique; beaucoup d'entreprises sont lancées ou disparaissent
  - l'industrie est composée de nombreuses entreprises
  - les entreprises vendent leurs produits sur de nombreux marchés
  - la plupart des entreprises ont peu d'employés et de faibles produits d'exploitation
  - la plupart des entreprises sont fermées et beaucoup ont des activités autres que la conception de logiciels
  - il existe de nombreuses associations, mais aucune ne représente l'ensemble de l'industrie
- L'industrie est en grande partie autofinancée et a un accès limité aux sources traditionnelles de financement
- Les activités de commercialisation et de relations publiques de ces entreprises ne sont pas assez dynamiques, ce qui rend difficile la concurrence avec les produits américains, qui font l'objet d'une publicité intense au pays et à l'étranger
- Certaines entreprises ont été fondées il y a plusieurs années mais n'ont pas connu une forte croissance
- De nombreuses nouvelles entreprises sont créées, mais on ignore combien abandonnent le secteur

La conclusion fondamentale de cette analyse est que, même si l'industrie ontarienne des logiciels comporte des risques élevés et ne détient que peu d'immobilisations, elle semble être en bonne situation. La vente de logiciels rapporte 1,3 milliard de dollars à plus de 1 000 entreprises ontariennes, nombre sans cesse croissant. L'industrie a fait ses preuves sur les marchés étrangers, et reconnaît l'importance de la science et de la technologie comme en font foi ses importantes activités de recherche-développement. Elle présente donc suffisamment de possibilités pour croître et prospérer.

Il est important pour l'industrie d'accélérer la conception et la vente de progiciels de masse. En outre, il lui faudra redoubler d'efforts sur le plan de la commercialisation pour exploiter toutes ses possibilités.

ANNEXE 1

Associations industrielles

Alliance canadienne des télécommunications de l'entreprise
(416) 865-9993

Association canadienne de l'informatique
(416) 593-4040

Association canadienne de la technologie de l'information
(416) 493-8710

Association canadienne des services en informatique
(613) 230-3524

Association canadienne de technologie de pointe
(613) 236-6550

Association des cadres de l'informatique du Canada Inc. (DPMA)
(416) 492-5660 (section de Toronto)

Association for Computing Machinery
(212) 869-7440

Association of Competitive Telecommunications Suppliers (ACTS)
(416) 273-4393

Association of Educational Software Producers (AESOP)
(416) 366-0903

Association of Professional Computer Consultants - Ontario
(416) 483-7999

Canadian Association for Information Science
(613) 225-3781

Canadian Computer Dealer Association
(416) 229-4206

Canadian Organization for Advancement of Computers in Health (COACH)
(403) 489-4553

Data Base Association (Ontario) (DBAO)*

Educational Computing Organization of Ontario (ECOO)
(519) 658-5300

Electronic Desktop Publishing Association (EDPA)
(416) 366-6761

Information Industry Association (IIA)
(202) 639-8262

Institute of Computer Research - Université de Waterloo
(519) 885-1211 poste 2042

International Association for Computing in Education
(autrefois Association for Educational Data Systems)
(202) 223-0709

International Interactive Communication Society (IICS)
(415) 922-0214

Kingston Software Developers Association*

Office Information Systems Association of Canada*

Ontario Software Development Association (OSDA)
(416) 368-5799

Society for Applied Learning Technology (SALT)
(703) 347-0055

Software Publishers Association (SPA)
(202) 452-1600

VAR Association of Canada
(416) 675-6568

Waterloo Technology Network*

York Technology Association (YTA)
(416) 886-1987

*numéro de téléphone non disponible

ANNEXE 2

Renseignements sur le gouvernement de l'Ontario

Voici une liste des numéros de téléphone que les membres de l'industrie des logiciels peuvent composer pour obtenir de plus amples renseignements au sujet des programmes et services du gouvernement de l'Ontario.

BUREAUX RÉGIONAUX DU MICT

Les gens d'affaires qui ont besoin de renseignements sur les programmes et services du ministère devraient d'abord s'adresser à l'un des 18 bureaux régionaux.

CENTRE-OUEST

HAMILTON
119, rue King ouest
C. P. 2112
Hamilton (Ontario)
L8N 3Z9
Tél. : (416) 521-7783
Télécopieur : (416) 521-0066

PEEL
4, promenade Robert Speck
Bureau 1140
Mississauga (Ontario)
L4Z 1S1
Tél. : (416) 279-6515
Télécopieur : (416) 279-9160

ST. CATHARINES
80, rue King
Bureau 801
St. Catharines (Ontario)
L2R 7G1
Tél. : (416) 688-1454
Télécopieur : (416) 688-4872

EST

OTTAWA
56, rue Sparks
Bureau 404
Ottawa (Ontario)
K1P 5A9
Tél. : (613) 566-3703
Télécopieur : (613) 563-2859

BROCKVILLE
2211, av. Parkedale
Brockville (Ontario)
K6V 6B2
Tél. : (613) 342-5522
Télécopieur : (613) 342-3436

KINGSTON
1055, rue Princess
Bureau 308
Kingston (Ontario)
K7L 5T3
Tél. : (613) 545-4444
Télécopieur : (613) 545-4439

PETERBOROUGH
139, rue George nord
Peterborough (Ontario)
K9J 3G6
Tél. : (705) 742-3459
Télécopieur : (705) 742-3272

CENTRE-EST

COMMUNAUTÉ URBAINE DE TORONTO
5, promenade Fairview Mall
Bureau 480
Willowdale (Ontario)
M2J 2Z1
Tél. : (416) 491-7680
Télécopieur : (416) 491-3650

ORILLIA
Édifice Sterling Trust
C. P. 488
73, rue Mississauga est
2e étage
Orillia (Ontario)
L3V 6K2
Tél. : (705) 325-1363
Télécopieur : (705) 325-4484

SUD-OUEST

LONDON
195, av. Dufferin
Bureau 607
London (Ontario)
N6A 1K7
Tél. : (519) 433-8105
Télécopieur : (519) 433-6765

WINDSOR
Édifice du gouvernement
de l'Ontario
250, av. Windsor
Pièce 227
Windsor (Ontario)
N9A 6V9
Tél. : (519) 252-3475
Télécopieur : (519) 252-9677

KITCHENER
305, rue King ouest
Bureau 507
Kitchener (Ontario)
N2G 1B9
Tél. : (519) 744-6391
Télécopieur : (519) 744-6204

OWEN SOUND
Nor-Towne Plaza
1131, av. Second est
Bureau 107
Owen Sound (Ontario)
N4K 1J1
Tél. : (519) 376-3875
Télécopieur : (519) 376-8000

SARNIA
Édifice Polysar
201, rue Front nord
Bureau 801
Sarnia (Ontario)
N7T 7V1
Tél. : (519) 332-5030
Télécopieur : (519) 332-2836

NORD

SUDBURY
Édifice du gouvernement
de l'Ontario
199, rue Larch
4e étage
Sudbury (Ontario)
P3E 5P9
Tél. : (705) 675-4330
Télécopieur : (705) 674-5179

SAULT STE. MARIE
500, rue Bay
2e étage
Sault Ste. Marie (Ontario)
P6A 1X4
Tél. : (705) 945-8300
Télécopieur : (705) 942-2823

NORTH BAY
147, rue McIntyre
North Bay (Ontario)
P1B 2Y5
Tél. : (705) 472-9660
Télécopieur : (705) 474-4946

THUNDER BAY
Édifice du gouvernement
de l'Ontario
C.P. 5000
435, rue James sud
3e étage
Thunder Bay (Ontario)
P7C 5G6
Tél. : (807) 475-4088
Télécopieur : (807) 475-1388

TIMMINS
273, 3e avenue
Bureau 200
Timmins (Ontario)
P4N 1E2
Tél. : (705) 264-5393
Télécopieur : (705) 264-5927

PROGRAMMES ET SERVICES RELATIFS À L'EXPORTATION

L'un des bureaux régionaux susmentionnés pourra vous renvoyer aux organismes qui sauront répondre à vos questions sur l'exportation. Les renseignements disponibles sur les programmes concernent les sujets suivants : planification relative à un marché, missions et foires commerciales, personnel affecté aux exportations, financement et encouragement du commerce.

Le Bureau de développement de l'industrie des télécommunications (BDIT) du ministère de la Culture et des Communications est composé de spécialistes des affaires, de l'économie et du génie qui connaissent bien la réglementation des communications ainsi que les programmes d'aide en RD, en commercialisation et en exploitation dans le domaine des télécommunications. Le BDIT offre des renseignements sur les programmes d'aide du gouvernement, des conseils sur les programmes les plus utiles pour les entreprises, et de l'aide pour la préparation de demandes et de projets d'entreprise. Pour de plus amples renseignements, composez le (416) 235-4671.

VENTES AU GOUVERNEMENT DE L'ONTARIO

Le ministère des Services gouvernementaux centralise actuellement les listes de fournisseurs. Lorsque cette opération sera terminée, toute entreprise voulant vendre des produits ou des services au gouvernement de l'Ontario pourra communiquer avec un seul bureau central. Pour obtenir un formulaire d'inscription au répertoire centralisé, communiquez avec Brendan Power, chef du Service de renseignements aux fournisseurs, en composant le (416) 965-6937.

Le répertoire sera mis en oeuvre ministère par ministère au cours des deux prochaines années. Jusqu'à ce qu'il soit en place, il faut encore communiquer séparément avec chaque ministère. Veuillez consulter l'annuaire téléphonique du gouvernement de l'Ontario si vous voulez communiquer avec le directeur ou le chef de service responsable de l'informatique pour les ministères concernés.

Didacticiels

Pour de plus amples renseignements sur la conception de didacticiels et la politique d'achat du gouvernement, communiquez avec le directeur du Centre d'informatique scolaire du ministère de l'Éducation en composant le (416) 965-0692.

Renseignements

Pour obtenir des renseignements sur la politique d'approvisionnement du gouvernement de l'Ontario et les questions qui s'y rapportent, communiquez avec Jim Wickens, coordonnateur de la Section des produits institutionnels et des achats, Direction de l'expansion commerciale, ministère de l'Industrie, du Commerce et de la Technologie, au (416) 965-1809.

SOURCES DE FINANCEMENT DU MICT

Société Innovation Ontario

Innovation Ontario peut investir jusqu'à concurrence de 250 000 $ dans votre entreprise. La demande doit être accompagnée d'un projet d'entreprise. Communiquez avec Brian Parrott, chef de service d'Innovation Ontario, au (416) 963-5717.

Société de développement de l'Ontario (SDO)

Prêts à terme : Accordés par la SDO selon différents critères de sélection, ces prêts font habituellement partie d'un ensemble de mesures financières prises lorsque le financement traditionnel effectué dans des conditions normales est insuffisant.

Prêts garantis : La Société peut garantir la totalité ou une partie d'un prêt accordé par une source habituelle de financement dans le cas où il serait impossible d'obtenir un financement suffisant.

Pour des renseignements généraux sur les prêts de la SDO et les coordonnées d'autres organismes utiles, communiquez avec Rick Ingleson, agent adjoint d'information, Services d'information, Sociétés de développement, au (416) 965-4622.

Programme Nouvelles Entreprises : Des prêts garantis jusqu'à concurrence de 15 000 $ sont accordés dans le cadre de ce programme aux nouvelles entreprises ou à celles qui ont été inscrites ou constituées moins de 3 mois avant la demande. Pour de plus amples renseignements, composez sans frais le 1-800-387-0070 ou communiquez avec le responsable du programme au (416) 965-1579.

AUTRES SERVICES DU MICT

La Section des consultations de la Direction des petites entreprises offre des services et de la documentation visant à améliorer les techniques de gestion et de planification de toute société ontarienne dont les ventes annuelles sont inférieures à 2 000 000 $. Composez le (416) 965-5494 ou le 965-0410 pour de plus amples renseignements.

La Section du développement des marchés de la Direction de l'expansion commerciale aide les entreprises ontariennes à reconnaître les débouchés relatifs aux nouvelles technologies, à l'évolution des exigences de la clientèle, aux politiques d'achat du gouvernement et aux mandats exclusifs de spécialisation. Composez le (416) 965-3560.

Renseignements Petites Entreprises : Les nouvelles entreprises ayant besoin de renseignements peuvent composer le 1-800-387-6142.

L'INDUSTRIE ONTARIENNE DES LOGICIELS

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